

. . . MARCH, 1942

THE MANUFACTURING CONFECTIONER

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS

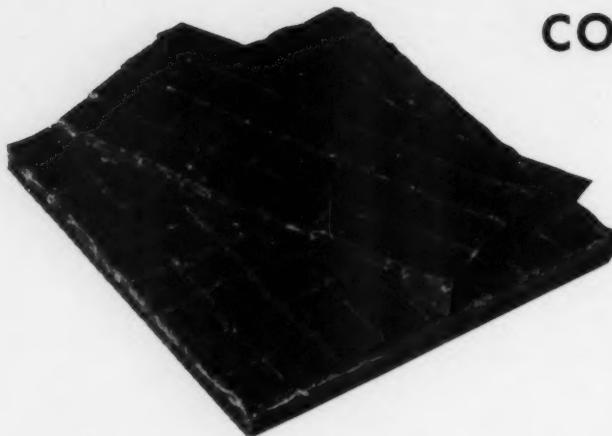


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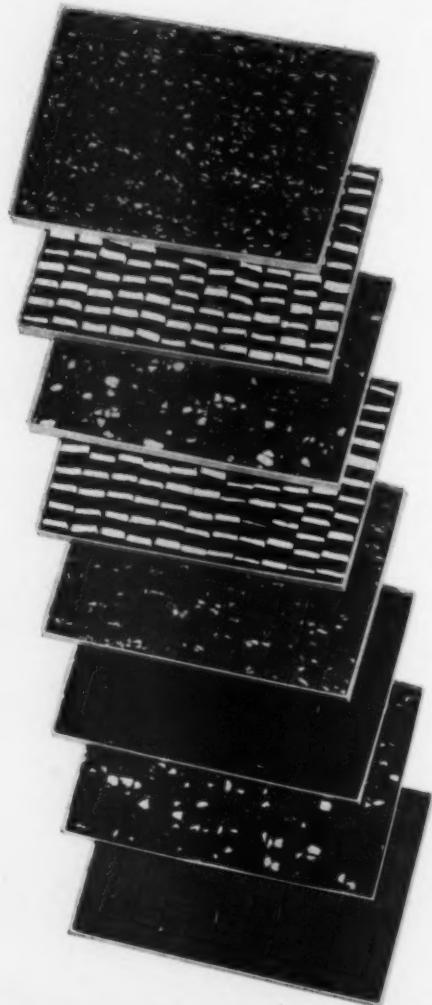
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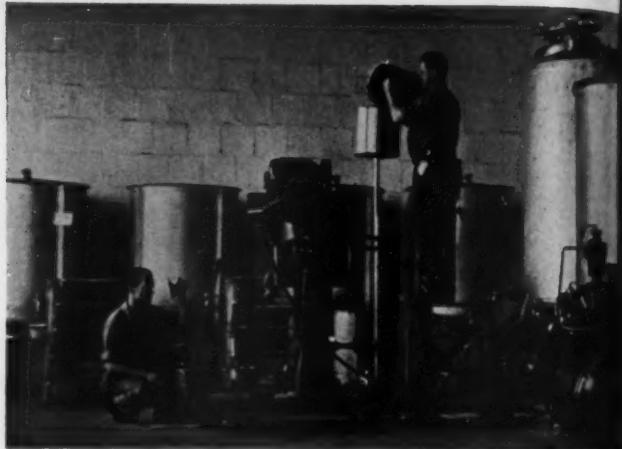
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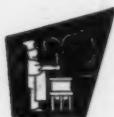
Pioneer Specialized Publication for Confectionery Manufacturers

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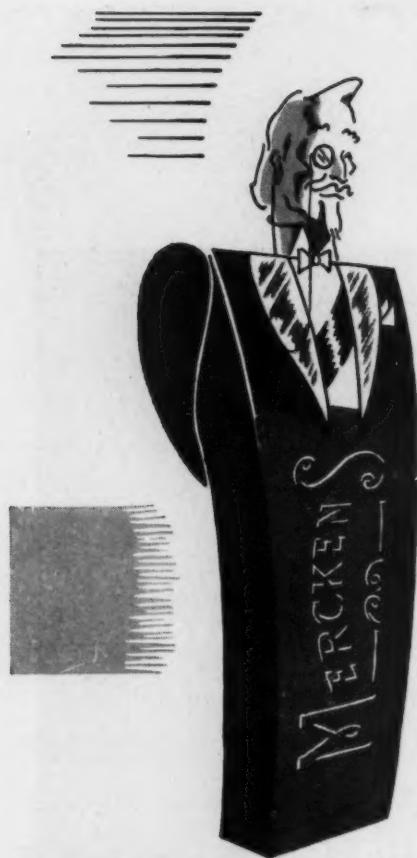
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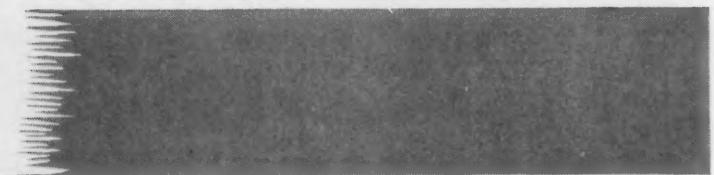
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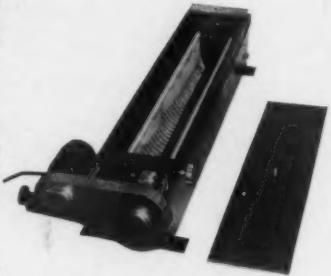
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in The CANDY INDUSTRY

AS the only authentic and accurate Directory of the Manufacturers of America's Confections, the CONFECTIONERY BUYER is annually gaining a wider reputation within and outside of our Industry. Every supplier of raw materials, machinery or equipment should have copies for himself and his sales force.

Listings include all commercial candy manufacturers who sell at wholesale nationally or sectionally, and are classified according to types

of confections produced by the various companies. The classifications have been established from information supplied by the manufacturers.

The 1942 Edition of the Directory of Confectionery Manufacturers is a veritable "Who's Who" of the Candy Industry. Supply of these books is limited. Order your copies today.

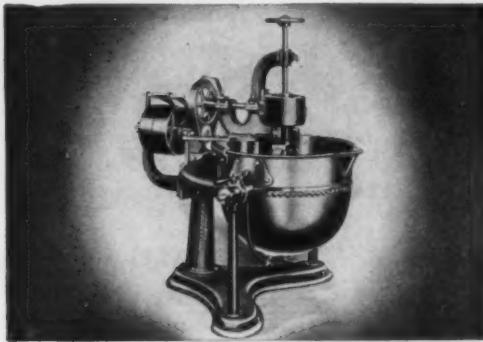
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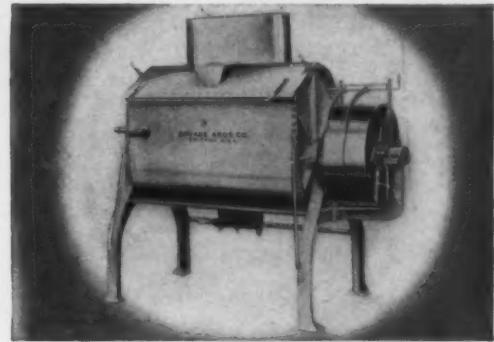
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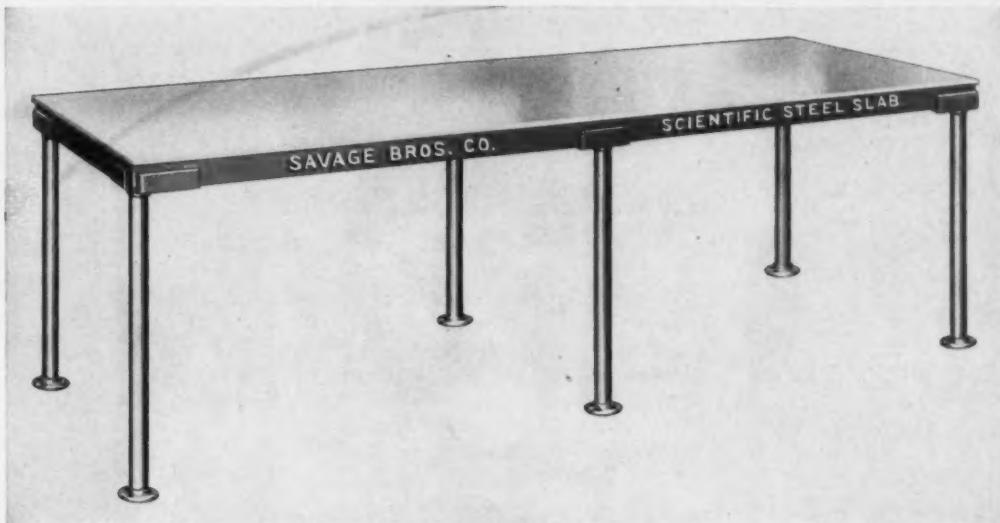


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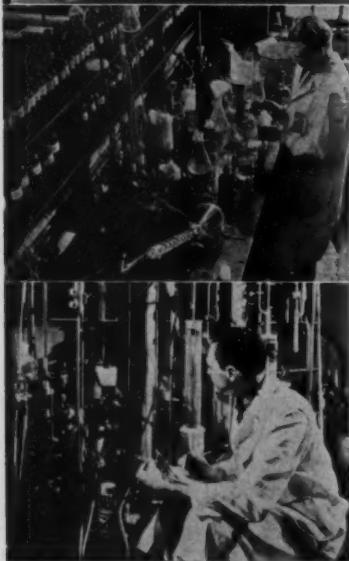


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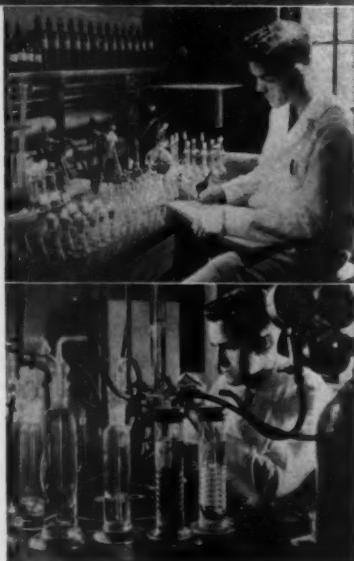
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Manufacturing Chemists

RAHWAY, N. J.

Fats For Candy

Meeting the coconut oil shortage

by J. A. O'MALLEY and
CLAUDE E. PRICE

Research Laboratories, *Swift & Co.*,
Chicago, Illinois

Interest in new sources of confectioners' oils has
been greatly heightened as a result of the war

Even before the outbreak of war in the Far East, confectionery manufacturers in the United States were much concerned over the problem caused by a possible shortage of coconut oil. The development of suitable oils from other sources which would serve many of the same purposes at a reasonable cost was considered imperative. Curtailment of shipping from the Philippines and other far eastern sources was reducing imports of coconut oil and copra, from which coconut oil is pressed, in the face of a 20 per cent rise in candy production.

In 1940, according to Department of Commerce figures, imports of coconut oil and copra totaled 528 million pounds, of which by far the largest bulk was used in the soap industry, but of which a considerable amount (55 million pounds) was used in other "edible products," principally candy. Imports of coconut oil for the first nine months of 1941 totaled 573 million pounds, or a little better than 63 million pounds per month. Based upon the figures given for 1941 and the ratio established by the 1940 figures, it is estimated that candy manufacturers in 1941 used about 70 to 75 million pounds of coconut oil, since the last quarter of any year is the busiest production season in the candy industry.

With the attack upon the Philippines and other Far Eastern countries, imports of coconut oil have practically ceased, and what little is coming in, is being requisitioned for the war industries for production of glycerine, etc. Little or nothing is left for the confectionery industry, and it is going to be no small task to find "substitute" or replacement oils for the edible trade. Fortunately, supply sources have foreseen the problems caused by the threatening Far Eastern situation and have been working for many months to find suitable replacement oils. The trade press and newspapers have mentioned several domestic and South American nuts with high oil content which are being considered by the experts. Among them are the Babassu nut, the palm kernel and the toy size coconut used so much in Florida for decorative purposes. It is our considered opinion, however, that the meat packing industry offers an oil source which may be far more advantageous than most others which are being mentioned.

Oils used in the candy industry must perform a number of important functions. First, they must have good lubricating qualities to prevent batches from sticking

Ruling on Label

Following is a reply we have received from L. D. Elliott, acting commissioner of the Food-Drug Administration, relative to labeling candies containing "Oleo Oil":

"While the term "oleo oil" means beef fat to those familiar with the article, we are not certain that any considerable portion of the public knows of this restricted use of the term. We have made no investigation to ascertain the common understanding of the term and can state only that the candy manufacturer who uses the term "oleo oil" to describe the use of beef oil in the manufacture of candy should assure himself that the use of the term will not be misleading. There is, of course, no doubt that the name (beef fat oil) would be acceptable."

to cutting knives and other equipment. Then, they must have either a pleasing flavor or at least a neutral flavor, so as not to develop "off" flavors, or interfere with the flavoring materials used to season the batch. A good oil should even enrich the candy flavor. Third, oils must have good emulsification properties so that once they are incorporated in the candy, they will "stay put," and not seep out of the finished product. Fourth, they must have keeping qualities so that the shelf life of the candy in which they are used may be assured for reasonably long periods of time. Fifth, the price must be such as to enable the candy manufacturer to keep the price of his goods somewhere within the competitive range. And finally, the supply of the oils must be sufficiently great to assure the manufacturer of a steady source that is not limited by seasonal or other factors. This is very important.

Improved oleo oils are found to be so nearly within all the requirements listed above that they have become an important raw material for candy production under present conditions, and it is quite logical to infer that they will continue in popularity after the war, once manufacturers have become familiar with them and have



J. A. O'Malley

Claude E. Price

re-established their processing knowledge in the light of newer developments. These oils were widely used in candy production years ago. They have been immeasurably improved since those days and are again ready to take their place alongside the other tried and true materials used for and in candy.

Oleo oils are beef fat. Production of the beef fat oil for use in candy involves the following processes: Choice beef fat from government-approved animals is chilled, hashed, rendered, settled, seeded and pressed. The lower melting point fraction of the oil is then put through a mechanical chilling machine which makes it plastic. Special treatment, such as blending, additional processing, tempering, etc., develops improved stability and physical characteristics. Lecithin may or may not be incorporated, depending upon the customer's requirements.

Both in the laboratory and in plants of candy manufacturers, oleo oils have clearly established their practicability and value as suitable replacements for coconut oil in many candy products. These oils have natural flavor characteristics which are superior to that of any vegetable oil. They have better "lubricity" (lubricating ability) than most oils used by the candy manufacturer. Laboratory tests have clearly established the "staying in" or emulsifying properties of certain specialized oleo products. In this respect, proper blending and processing by the manufacturer of the oil is essential. Our own experiments with a high fat content fudge have established this beyond a reasonable doubt. Fudges made under the same conditions and with the same treatment throughout, but containing different fats, namely, special oleo oil, regular oleo oil, and coconut oil, have been tested. Samples have been held on absorbent paper and allowed to stand at a room temperature of 70-75°F., and also at 95°F. Oil rings left on the paper after the test period have served to indicate the superior "staying-in" quality of the specially processed oleo oil over coconut oil.

Candy made with oleo oil has good keeping qualities or shelf life, provided it is properly stored or has a reasonable turn-over. Under normal conditions of temperature and time, there is little danger of flavor reversion. Grained candies such as fudges, short nougats, butter creams, etc., have less resistance to flavor reversion and for that reason extra attention should be given them to see that the oleo oil used is comparatively fresh and of best quality. It is advisable, particularly in hot weather, to keep oil stocks low. It has been a practice in the candy trade, encouraged by supply conditions, to

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carry considerable stocks of coconut oil, often storing it in the factory for several months. This practice is not advisable when using oleo oil. It is also advisable to move the candy containing oleo oil into retail channels without prolonged storage periods. In the case of chewy candies, such as caramels, chewy nougats, etc., there is little danger of flavor reversion.

There are no problems of supply so far as these oils are concerned, under conditions existing at the time this is written. As meat packing activities continue and increase during the emergency, there should be greater stocks of these oils.

It should be mentioned here that oleo oils are not adaptable for use in chocolate coatings or for the frying or roasting of nuts, nor are they recommended for these purposes. Candy manufacturers, however, are perfectly safe in using them in their candies under normal weather conditions in most parts of this country.

For extremely hot weather, hydrogenated vegetable oils will give greater stability. Among the oils which have been found practical are hydrogenated cottonseed oil, hydrogenated peanut oil, or blends of these oils. Hydrogenated cottonseed oil has been used successfully for candy, but its relatively high price, as compared to coconut oil, has militated against more widespread use. All vegetable shortenings are classified in the field of vegetable oils, and these shortenings may be either of the 100% hydrogenated type or of the "compound" or blended type. The former usually have greater stability. There are special hydrogenated shortenings on the market which are recommended for frying nut meats and for use in candies which are to be stored many months before sale. From a performance standpoint, these oils will equal or excel coconut oil.

Higher prices required for these oils, by comparison with coconut oil, are largely responsible for the candy manufacturer's disinterest in them heretofore. These fats will bear investigation in the present situation, for they

practically guarantee long shelf life for candies which need that characteristic. The blended type of shortening has fairly good stability and can be used in many cases. All vegetable oil shortenings are bland in flavor and can be produced in varying melting points, ranging between 90° and 120°F.

The digestibility of various oils varies little, as the table given below will testify:

*Digestibility of Fats**

Fats	Digestibility corrected for metabolic products and fats of basal relation - %
Butter fat	97
Cream	96.9
Oleo oil	96.8
Cottonseed oil	97.6
Corn oil	96.9
Soy bean oil	97.5
Cocoa butter	94.9
Peanut oil	98.3
Coconut oil	97.9

Laboratories of principal supply houses are spending a great deal of time these days in the development of suitable replacements, for oils used in coatings, as polishing agents, slab dressing, pop corn, etc. Some of these replacements are already on the market and others will be forthcoming as soon as they can be reliably recommended.

Heide Named to Red Cross War Fund Division

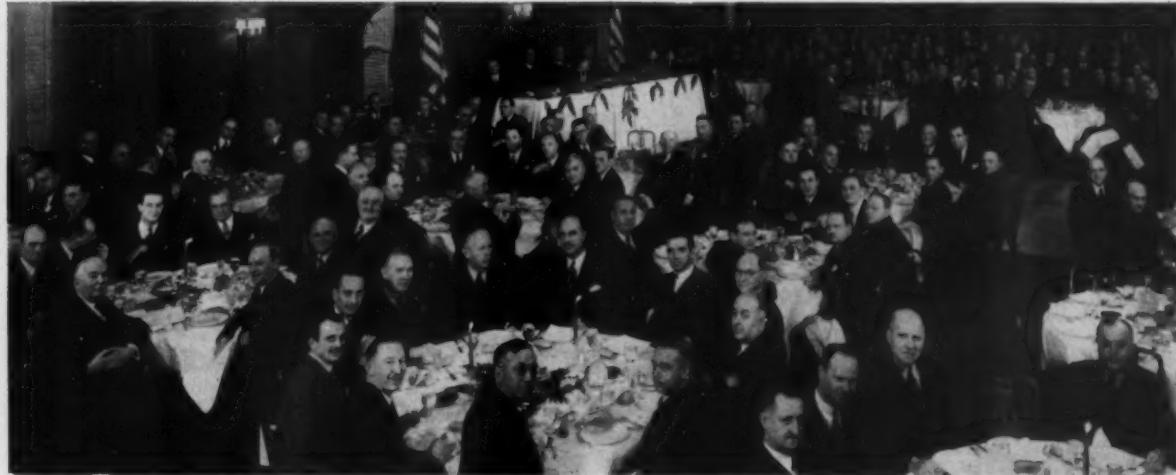
William F. Heide, president of Henry Heide, Inc., New York, has been named chairman of the Red Cross War Fund, Confectionery and Chocolate division of the Food Industry section, of which Colby Chester, General Foods' board chairman is general chairman. Mr. Heide is also chairman of the War Defense Fund of the Association of Manufacturers of Chocolate and Confectionery of New York state. At the recent get-together dinner of the latter organization, Mr. Heide made a strong plea

*C. F. Langworthy, in Ind. & Eng. Chem., Vol. 15, No. 3 (March, 1923)

for support of both funds by confectionery manufacturers and their executive and operating personnel. "We are solidly behind the President and Congress in pursuit of the war to victory and peace," he said, "and we are anxious to do everything in our power to reach these objectives."

New York Manufacturers Hold Annual Banquet

The annual banquet of the Association of Chocolate and Confectionery Manufacturers of the State of New York was held at the Hotel Pennsylvania, New York, February 19. A large representation from the manufacturing and supply trades attended the banquet and entertainment, which was under the guidance of newly-elected president Herman L. Hoops, who also headed the arrangements committee. Principal speaker at the affair was Percy C. Magnus, president of Magnus, Mabee & Reynard, Inc., well-known flavor and essential oil house, whose address on "Synthetic Thinking" struck a responsive chord in the hearts of the 250-odd listeners. Mr. Magnus voiced the universal determination to see this war through to victory and peace, but cautioned against a blind following of our leadership without careful consideration of cause and effect. Business should weigh proposals carefully and should voice strong protest when actions are taken by our leaders which do not contribute to the single purpose of winning the war and maintaining our democratic form of government, he said. Following Mr. Magnus' talk, a program of entertainment was put on by professional talent engaged for the event. Members of the committee on arrangements included: Bruce McConvey, Fanny Farmer Candy Co.; William F. Fisher, Magnus, Mabee & Reynard, Inc.; Ed. Schmitt, Corn Products Sales Co.; Herbert Thiele, Walter Baker & Co.; Jack Flahiff, Anheuser-Busch, Inc.; and Peter Mueller, National Sugar Refining Co. Before the meeting broke up, the audience heard a plea from William Heide, chairman of the Red Cross and War Defense Funds of the confectionery division, to give full support to both funds.



Scene at the Annual Banquet and Entertainment sponsored by the Association of Manufacturers of Confectionery and Chocolate of the State of New York, Hotel Pennsylvania, February 19.

Time and Motion Factors In candy plant operating costs

by BETH McCURDY

Part III. Motion-Time Rates

Several years ago the cost labor rate, though a large part of every cost entered into the cost book, did not loom up as importantly as it does today. Possibly, there was a wider range between the actual wage earned and the higher one used in the book, or possibly there was enough gain in the item and the labor figure, whether right or wrong, did not have much bearing. Now, however, items are figured so closely that any variation in the proposed labor rate for the cost may make or break the item.

Costs are figured months in advance of production of the item. If the item has been made before, the labor rate may not be changed. If the item is new, how is the rate to be figured? My experience has been that it is often rated upon the rate used for a previously made item that resembles the new piece. This involves a lot of guesswork. When production starts, the forelady is given the specifications and told to use her own judgment in setting up the method of procedure, though she may not know the labor cost rate or how it was set up. Production will then start, but a labor rate for, say, packers will not be set up until production has gone along for some time. During this "shake-down" period the time study man may watch and add suggestions. Then, when the method is all set, the time study man will clock the operations and see what the operators are actually turning out. If their rate of speed is greater than that used for the cost, he will establish a piece work rate on the item. If it is under the labor cost, he will probably spend some time revising the methods. Should there be no luck in speeding up production, the item will go down as a "loss" and the company will suffer if it continues with it.

To me the figuring of the labor rate of cost is one of the most important features of cost accounting. The cost clerk easily extends fractional figures to dollars and cents with reference to materials and packaging, but the labor and methods used are so different from the other tangible things that it is impossible to figure costs on them in terms of dollars and cents on more than a couple of lines a day. These are some of the considerations that must be included in the labor and methods cost estimate: Time of year when line is to be made and packed; number of departments involved; space devoted to this one item in each department; number of employees working on the piece in each department; characteristics of the item or line to ascertain how it can be best handled; type of packaging; number of crew needed to pack it and division of labor to be determined for each crew; disposal of packaged item in carton; or disposal of item with premium, or simply by the package.



Miss Beth McCurdy, author of this series, is now in the Labor Standards Department of Campbell Soup Company's Chicago plant. She has had years of experience in various confectionery plants.

Establishing of the labor cost is important enough to use a better method than the slipshod procedure described in a preceding paragraph. A better way is to establish the "best" method before the item goes into production so there will be no guesswork and it will be quite clear how much each operator can produce per hour. After the Sales department has decided on a new item for the line, a cost estimate is made to check if the item can be made profitably. The person figuring the labor rate for the cost should do the experimenting at this time, outline the correct procedure, write the analysis, set the rate, and then file the analysis until production starts. When the time comes to produce the item, the analyst or instructor can show the forelady what is to be done, help her train the operators, who are told at the very beginning what the rate will be so they can work toward that goal.

In a factory I visited recently, the chocolate packing department was losing money. Examination of the cost book established that all the labor rates for the 120-count chocolate-covered penny goods were the same—25 boxes per girl per hour. Apparently one pack had been studied and then used as the rate standard for all, but certain considerations had evidently not been given attention, such as: 1. Whether set-up or folding boxes were used. 2. Number of partitions, and degree of difficulty in handling partitions and difference in size of partitions for different layers. 3. Assembling of partitions by packers. 4. Number of layers in the box. 5. Candy pick-up and placement in the box. 6. Amount of candy fed on the belt, and speed of belt. 7. Non-uniformity of candy on the belt and amount of scrap. 8. Number of packers on the belt, and amount of space for each.

Following are illustrations of two of the packs and their description:

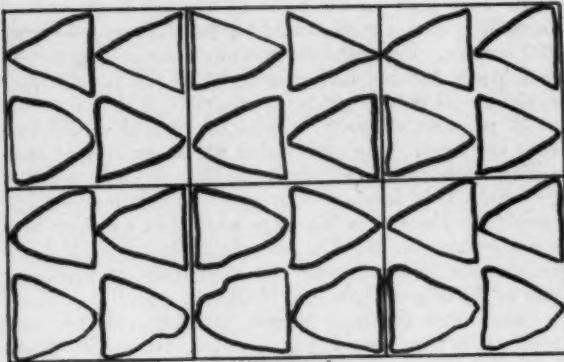


FIG. A

Set-up box
 Partitions unmade, in box
 Five layers
 Two partitions
 one for two layers
 one for three layers
 18 small white wax boards—layers
 Wax paper on bottom
 Layerboard between partitions

Method of Packaging:

Pick up one piece with each hand and place in box. Reverse every two pieces for better packing of irregular-shaped pieces. Two hands to belt 12 times per layer. Two hands to belt 60 times per box.

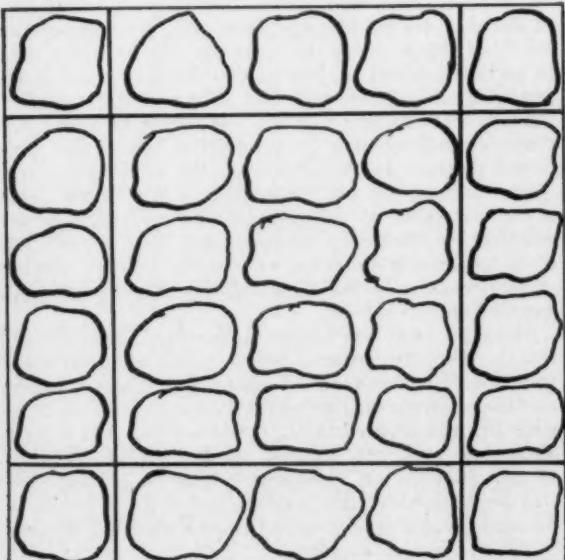


FIG. B

Folding box
 Partitions made and not inside box.
 Four layers
 Three equal partitions
 Wax paper on bottom
 Two wax boards between layers.

Method of Packing:

Pick up three eggs with one hand, two with the other and place five across in box at same time. All pieces face same way. Two hands to belt six time per layer. Two hands to belt 24 times per box.

At 25 boxes per hour per girl and at a cost rate of 48 cents (including indirect labor, overhead, etc.) the cost of packing per 100 boxes would be \$1.92. Using this labor figure, both boxes could be profitably handled and were included in the Fall line. However, because of the additional labor required to pack box A, the average production per girl was 18 boxes per hour. In order to be on the safe side, the labor figure for the cost should be set a little lower than actual, or about 16 bx/girl/hr. This, then, would bring the cost per 100 boxes to \$3, and the item would show a loss of \$1.08 on that basis. Had this variance in cost been discovered when the cost figures were originally submitted, the item could have been revised in some way, or left out of the line. As it was, several thousand boxes were sold that season, production had to continue, and the company took a substantial loss.

As for box B, the packers made from 25 to 32 boxes per hour and the rate of 25 boxes per girl per hour was not too far off. However, the gains made on one item may not always compensate for loss on others. Cost figuring should not be established on such a weak basis.

This is only one example found in one specific instance, but which may be found almost anywhere in almost any department. In one case it was up to me to hurriedly set labor rates for the cost book and the only figures I had to go on for a basis were cost book figures of other years and some time studies I had made of certain items in production. I had no way of knowing that the previous cost book rates were correct. Further, the items differed so much from the time studies I had made that I was at a loss to know how to set the new rates correctly without motion-time analysis. When production started, would I remember how I set the rate and what method I had had in mind; would I remember how many packers I used and how the labor was divided between them? Time was short; I couldn't think too much of the future. Consequently, I set the new rates with what I had, making them as low as I could to account for any unforeseen trouble that might arise in production. I hope they proved satisfactory.

Recently I came across a little operation that could be improved, but which would probably go unnoticed by the management because of its small size and seeming insignificance. This operation involved stenciling of cartons. It is simple, but most plants spend time and energy in training the operator to keep the stencil even, keep the carton neat and clean, but very little attention is given to the fastest and "best" method of doing the job.

Cartons are usually stencilled on the side or end. As simple as it seems, there are a number of movements involved in the operation: Putting the carton in place, picking up the brush, inking the brush, picking up the stencil and putting it on the right place on the carton, running the inked brush over all the stencil letters, putting stencil and brush down again, and shoving the carton aside. The act of picking up and putting down always takes time, especially when the operator must first look to see what he is getting and then, where he is putting the finished article or his tools.

In a certain general packing department I watched girls closing and stenciling cartons. First they closed and sealed the case. Then, before getting the stencil, they had to turn each carton over on its side. There was very little space on the end of the packing table, and in this case, the stencilers balanced their stencil and brush on the taping machine nearby. Five times out of

10, they had to stoop and pick one or both off the floor before they could apply a stencil to a new carton.

Sometimes the stencilers would pile the filled cartons on the skid or truck and then stencil the whole pile at one time. In this way they could keep stencil and brush in hand throughout, but lost time in reaching for high ones or stooping for low ones; also, walking around all four sides of the pile on the truck or skid. Would it not be much easier, and faster, to keep the brush in one hand, stencil in the other, and stencil up a number of empty cartons at one time than to turn over heavy cases, pick up stenciling equipment, use it, put it down again, and dispose of each case?

Often when the cases were too heavy, men went around the packing department with a portable sealer and closed, sealed, stenciled and piled the cases on the truck. This may be a good method, but imagine the waste of time involved in having two girls remove the filled heavy case from the packing table to the floor to await the sealer and stenciler! In this case, two girls stop their packing work to lift the case and carry it to the pile on the floor. If the sealer cannot get his machine close to the stack, he must lift each case, carry it to the sealing machine, close and seal it, turn it over to stencil it, and then carry it to the truck and pile it. As a rule, the operator of the sealing machine is left pretty much to his own devices, and he ambles through the day at his own speed.

Using the flat carton, the stencil operator can stay in one place, keep the stencil in the left hand and brush in the right, and can complete a whole bundle of cartons at one time, slipping the finished top one off for the sticher or taper to open and make ready for use. This method eliminates unnecessary handling of brush and stencil, lifting and turning of 30 lb. to 40 lb. boxes continually, and undue walking, bending and stretching.

Even the actual application of stencil and brush to a carton has a "best" method. If there are three lines on the stencil and the brush fits over one only, three carefully guided strokes of the brush should be sufficient to impart the stencil to the carton. The first movement would be to the right on the first line, then back left on the second line, and then right again on the last line. Thus, the right hand would be in position at the end of the operation to grasp the edge of the finished carton for removing it from the pile. The left hand is holding the stencil between first finger and thumb at the left, and the other three fingers can be used to guide the finished carton and to help the right hand balance the piece during disposal.

Time study and motion-time analysis have taught us to watch operations with the utmost care. We very soon discover that extra movements are costly, but unless we know how costly they are, the discovery has little meaning. Because motion-time analysis has a definite time value for each muscular movement, for each distance the member of the body must travel, we can actually calculate the time any operation should require in its performance. By eliminating the picking up of the brush and stencil for each carton, putting it down each time, turning the carton over, and walking around, the analyst can ascertain by comparison of analyses just how much time is actually saved in revising the method, and more important, what it will mean in terms of dollars and cents.

In this case, let us say the operator could stencil 10 cartons per minute using the suggested method. Giving him 80 per cent efficiency, allowing for rest, fatigue and other interruptions, he could finish 480 cartons per hour.

If he were paid on the basis of 60c per hour, cost of stencilling each carton would be \$.00125, or \$.125 per 100 cartons. Using the old method of picking up stencil and brush, turning carton, etc., let us say the operator could stencil only 6 cartons per minute, at the same rate of 80 per cent efficiency, which gives a total of 288 cartons per hour. Pay rates being the same, cost of stencilling each carton would be \$.0021, or \$.21 per 100 cartons. This loss of $8\frac{1}{2}$ ¢ per 100 cartons for just stencilling alone is a big item when you consider how many cartons are used in your plant each day. If 1,500 cartons are filled each day the loss would be \$1.28 per day or \$6.40 per week, or \$332.80 per year.

There must be many simple operations of this kind which will bear watching and which through inefficient methods represent losses no manufacturer needs to accept.

In her concluding article next month, Miss McCurdy will give special attention to the subject of Cupping. Special snap-shot photos have been taken to illustrate the various "right" and "wrong" ways in procedure.—Editor.

ARC Convention To Be At Roosevelt Hotel, New York

The annual convention of the Associated Retail Confectioners of the U. S. will be held at the Roosevelt Hotel, New York, June 7 to 10, 1942, it was announced recently by William Blatner, secretary. The "house of friendship," a get-acquainted feature that has been prominent on the A.R.C. program for many years, will this year be sponsored by the Merckens Chocolate Co., of Buffalo. On the first day, there will be a "community breakfast, after which the morning will be given over to registration and reading of the president's and secretary's reports. There will also be a new feature called "Tricks That Clicked For Me," in which members will discuss merchandising or production stunts that produced results. In the afternoon, the membership will hear a formal talk on "Packaging in War Time," plus a demonstration of the prize-winning packages in the All-America Packaging competition. The second part of the afternoon program will be the window display clinic presented by A.R.C. members and covering eight special "day" windows.

The second day will feature the regular "Candy Clinic" and the "Ask the Experts" feature which was introduced so successfully last year. Then on Wednesday morning an "Open Forum on Production Problems," will be held, with Dr. Stroud Jordan, M. J. Gianini and James King discussing problems brought up by the membership. A new feature, "A Visualized Course in Selling" will also be brought at this session, under the auspices of Anderson Pace. The annual Dinner-Dance will be held on the evening of Tuesday.

Euclid of New York Resumes Operations

Euclid Candy Co. of New York, Inc., Brooklyn, reopened its plant recently and is again operating at full capacity. The company had filed a petition for reorganization late in January, and the amended plan of arrangement was approved at a meeting of creditors recently. Under this plan, Louis Glick will continue as president of the firm, and creditors will receive 100% on the dollar on a pro-rata basis, from earnings. The Euclid plant is at 82 Leonard St., Brooklyn.

The article, "Sugar Rationed! Corn Sugar To The Rescue," in the January issue of THE MANUFACTURING CONFECTIONER calls for some comments.

The general idea expressed by Mr. Peters, namely to substitute corn sugar or dextrose for some cane sugar or sucrose, "some" meaning little or much as the case may demand, is commendable.

With sugar rationing and the necessity to lower the sugar content in candy, assuming production is to remain unchanged, several possible steps or methods of procedure are available. First, possibly certain items necessarily of high sugar content such as soft creamy mints, or crystallized candies may have to be discontinued or at least, their production curtailed. Second, as Mr. Peters has suggested, using varying amounts of dextrose to replace sucrose if done in moderation. Third, possible increase of corn syrup. Fourth, there are certain intermediate stages where sugar may be replaced by other materials. Fifth, considering chocolate covered or coated candies, it is always possible to increase the percentage of coating or decrease the size of centers. Granted, this fifth possibility may, and very likely will, increase the cost.

Corn sugar or dextrose is not a substitute for sucrose. Definitely, dextrose has its place in the confectionery industry and while it may replace a portion of the sucrose it can not replace all of it. The properties of dextrose and sucrose vary markedly. The difference is especially noticeable in solubility and sweetness. Dextrose is less than half as soluble and only about two-thirds as sweet as sucrose. The crystals separating out of a concentrated invert-sugar syrup are dextrose. Commonly, the public see this as the "sugaring off" or graining of honey. Now, the lack of sweetness of dextrose is in some cases a benefit, this doing away with a cloying sweetness sometimes blamed on certain types of candy. But this very difference in sweetness may throw the treasured flavor of a trade-marked candy slightly off, requiring an adjustment of flavors. In plainer words, corn syrup, dextrose and sucrose all have their characteristics in regard to how they "take" the flavor.

Dextrose will not invert nor will it cause any more inversion upon cooking than will corn syrup. In certain types of candy, a dextrose crystallization may occur possibly

Corn Sugar's True Place In Sugar Control Picture

We have had considerable verbal and written comment from readers on Mr. Peter's January article about Corn Sugar. Mr. Childs' comments cover most considerations alluded to by all commentators, and several additional facts.

by W. H. CHILDS

similar to the sugaring off of honey, this crystallization proceeding until a very hard or solidified piece results. While it is true that little information exists in the literature on the use of dextrose in candy, the corn syrup producers have maintained technical staffs one function of which has been to extend the use of dextrose in candy. The information these companies have is freely available to the trade.

While many formulae may be modified by a small change, others may not. In any change, as Mr. Peters has mentioned, experimental batches should be first made and subjected to tests.

It may prove very advisable to increase the amount of corn syrup in formulae by small percentages. This is likewise a matter where care is needed. In the past few years high purity corn syrups have been developed free from off flavors and sweeter than the usual purity corn syrups. Once again, the customer should have contact with the technical staff of the producer.

There are certain intermediate stages in candy manufacture where dextrose may be substituted for sucrose, at least in part. Dextrose may be used in grossing syrup for pan work to some extent. It may even be used for the sanding of gum centers, later panned.

One vital point not mentioned by Mr. Peters was in regard to the supply of dextrose. Dextrose in the past few years has heavily invaded the beverage and canning trades. With reduction of sucrose a necessity, a very heavy burden is thrown upon the corn industry if everyone substitutes dextrose for sucrose to any appreciable extent. It would be well to consider the availability of supply before plunging recklessly into widespread use of dextrose. The writer believes there will be no curtailment of corn syrup, except possibly of some types, or at least, not as great as curtailments of dextrose. The demands of the future are of course,

an unknown quantity. It must be remembered that other branches of the food industry are also trying to effect savings of sucrose. Beverages recently have come under special rulings and sales to beverage manufacturers are already on an allotment basis.

Certain ingredients used in candy have been and are being modified. An example is sweetened condensed milk. It has been found that dextrose may be incorporated, thereby replacing some sucrose. No harm is done to the candy manufacturer when he is aware of this. But in the case of a dextrose-sucrose sweetened milk, the candy-maker can not continue to make allowance for the usual amount of sucrose formerly in the milk. A saving can be made only once in this case.

It may be worth while to recall that the Army specifications for hard candy call for 60 parts of sugar and 40 parts of corn syrup. This means an increase of sugar for the manufacturer previously using a 50 sugar-50 corn syrup formula and a decrease for a manufacturer previously using a 70-30 formula. Although the Army candy does not enter into the calculations as regards sugar control or rationing, it does show us savings which may be made by increasing the percentages of corn syrup in this type of candy for civilian use.

It may well be that changes wrought by sugar rationing will prove a boon to the confectionery industry as a whole in that the industry will necessarily have to be on its toes to do its part. This will be good for all of us.

In line with the above, a little advertising might not be amiss. Why not let the public know what the candy industry is doing to conserve the sugar supply and yet produce a palatable and nutritious candy? The public surely will bear with the industry and accept new types of candy knowing that the industry is doing its part.



EDITORIAL



Not Even in Britain!

The U. S. Confectionery Industry is again forced to take up arms against a proposed excise tax which would impose a levy of 15% on manufacturers' sales. Increased and new tax levies contained in the proposal are on what Treasury Department spokesmen call "luxury" or "semi-luxury" items, but nowhere are mentioned cookies, cakes, and other "semi-luxury" items with which confectionery must compete. Perhaps the British view on confectionery might influence the Treasury Department's attitude on candy. In Britain recently, the Minister of Food is reported to have said to Mr. S. W. Pascall: "The confectionery industry is playing an important part in the food supply of the nation and is *not regarded as in any sense a mere luxury.*"

Candy on the Air

On February 22, radio listeners in the Chicago area heard a broadcast about candy which no doubt opened the eyes of many citizens of Illinois to the importance of candy in the industrial life of their state. While the broadcast emanated from one of Chicago's smaller stations, it was important in that it marked the opening shot in a public relations job which should eventually cover every center of population in the country. Sponsored by the U. S. Employment Service as one of a regular series emphasizing employment opportunities in various industries, the broadcast afforded an additional chance to tell something of the international character of raw materials used in candy, something of candy's nutritional value, something of its morale-building characteristics for civilians as well as members of our armed forces, and a little about the dollars and cents value of our industry in terms of payrolls, plants, real estate, value of products, etc.

The U. S. Employment Service deserves a "big hand" for this definite "boost" to candy at a time when the industry is facing critical problems. Naturally, its job is to call attention of employable people to employment opportunities and to its own organization and services, but if at the same time it shows up an industry in a definitely favorable light, then certainly there can be little criticism of possible "propaganda" angles. This work of a government agency is outstanding in that it is working "with" and "for" industry.

It is gratifying to note the favorable reaction to this broadcast in trade circles and in the confectionery press. It was the privilege of THE MANUFACTURING CONFECTIONER to contribute a great deal to the broadcast, first in convincing the broadcasters that our industry had a story to tell, then in contributing much of the material upon which the broadcast was based, and finally,

in participating actively in preparation of the script. The industry owes a "thank you" to Theodore Stempel for acting as personal representative for the entire industry on the broadcast.

There is no way of measuring the actual value of public education such as this. To a business paper especially, the "kick-back" is infinitesimal, if not actually negative. Nevertheless, we believe it is as much the right of the business press to help "sell" our industry to the public as it is the duty of the press to keep an industry sold on itself. When the opportunity came to help, therefore, we gladly placed our knowledge of the industry and some of our personnel at the disposal of the broadcast sponsor. This is the kind of cooperation we can give to the business which we serve and the kind of service we like to be asked to give.

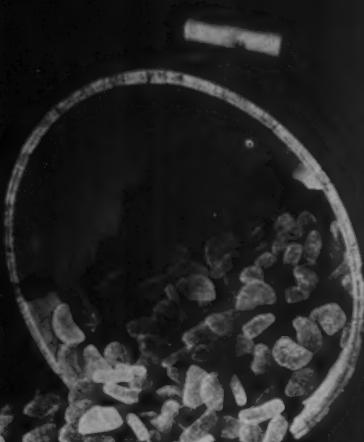
Our 1942 Program

In years past, THE MANUFACTURING CONFECTIONER's publishing theme for a full year was pretty well defined, and while we did not always emphasize or publicize our theme each January, the announcements of editorial series usually left no doubt as to what subjects were going to be given special treatment during the coming 12 months.

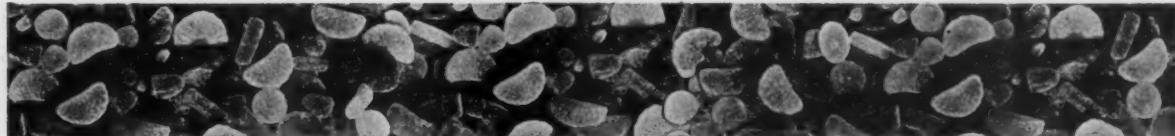
Our original editorial plans for 1942 had been made, but then came the sudden plunge of our country into World War II, and for an industry even so far removed from actual participation in the war effort as confectionery production, it was nevertheless encumbent upon us to revise our entire plans in terms of the larger problem confronting all America.

This year our effort will be along the lines of conservation of materials, equipment and labor; upon improved and more concentrated attention to management policies; upon greater attention to maintenance of machinery and production facilities; and upon distribution from the standpoint of a "sellers' market." Already we have touched upon some of the phases affecting management and labor. We have instituted during the past year a service designed to make equipment operate efficiently for a longer time through proper care and maintenance. We have begun to talk about raw materials which may eventually find their way into confectionery in greater volume as shortages of the regular materials occur. We have spoken about conservation of packaging materials, both editorially and in our sessions of the Packaging Clinic. Thus, an alert editorial management has foreseen the trend of events and has attempted to prepare the industry on what to expect and, at least in some measure, upon what to do about it. Our service along these lines will be greatly broadened in proportion to the demands which our readers will impose upon us through inquiry and presentation of their problems.

**BEST "TIP" ON
THE MARKET**



EXCHANGE PECTIN GOODS



LOOKING FOR A MONEY-MAKER?

Wherever sold, Exchange Pectin Jelly Candy is *first choice*—pays off promptly in fast-growing repeat business. With Exchange perfected formulas and the proved economy of Exchange Citrus Pectin, you can't miss making profits.



Run a test batch yourself—see the brilliant clarity and always-tender texture of Exchange Pectin Candy. Learn how it cuts production time—sets and cools in a few hours—packs perfectly in bulk. Then try one—and see if you can keep from eating another. For proof of profit, use the coupon now.

CALIFORNIA FRUIT GROWERS EXCHANGE PRODUCTS DEPARTMENT

ONTARIO, CALIFORNIA

189 W. Madison St., Chicago

99 Hudson St., New York

California Fruit Growers Exchange
Products Dept., Div. 203, Ontario, California

Send us costs and specifications on Exchange Pectin Goods.

Firm Name _____

Street _____

City _____ State _____

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Preventive Maintenance

Extends confectionery equipment life and use

by MICHAEL J. TURNER

*Oakite Products, Inc.
New York, N. Y.*

Pрактически every industry today finds itself affected in varying degrees by priorities on aluminum, stainless steel, nickel, copper and other critical metals. New processing equipment is either impossible to obtain or cannot be delivered for many long months to come. As a result, all existing equipment undoubtedly must last longer, and far beyond its normal life.

Can this be accomplished with reasonable expectancy of success? The answer is provided by the extent and scope that preventive maintenance principles are immediately applied and put in effect to assure getting maximum service out of all present plant equipment. In many cases, of course, priority ratings on repair and replacement parts will permit taking care of immediate needs, but long range planning on the part of those responsible for maintenance suggests the adoption of alternative means for extending life of both candy making and other essential plant operating equipment.

One of the most important types of preventive maintenance is effective lubrication. Bearings, motors, stuffing boxes, gear housings, grease and oil cups and all moving parts require a certain amount of periodic attention, lest excessive wear caused by friction result in mechanical failures.

The right type and grade of lubricant is of considerable importance in proper lubrication. Equipment manufacturers almost invariably specify the type which will best fill the requirements of their machines. Their choice is made only after careful observation and numerous tests have been conducted. The safest course, therefore, is to follow closely the manufacturer's recommendations.

The Effects of Cleaning Materials on Equipment

During the past few years, the need for higher sanitary standards in the processing and packaging of candy has received much publicity in trade publications, particularly in **THE MANUFACTURING CONFECTIONER**. The important role played by thorough maintenance cleaning in producing a quality product has been emphasized time and again. However, there is another aspect to the matter. How does cleaning affect the life of processing equipment? To properly answer this question, it is first necessary to consider briefly the characteristics of the dif-

ferent metals used in the manufacture of candy processing equipment.

Aluminum and its alloys which have come into widespread use in making many types of candy manufacturing equipment are also vital in the production of airplanes and a thousand and one other items of military and naval equipment. For this reason, their use in other than urgently needed war supplies has been surrounded with many restrictions. Accordingly, it is highly important that any candy making equipment constructed wholly or partly of aluminum or its alloys receive careful main-

The "Big Five" of Ma

*Demands of production for war have practically e
worn-out machinery in the confectionery plant. It
give a great deal more attention than usual to the
ment at peak operating efficiency. No one has yet re
for successful combat against the forces of Breakdo
and Waste. Now more than ever, the "Big Five" is
in any Industrial League. Substitutes? No, they*



tenance. Here is one of many reasons why. An outstanding physical characteristic of aluminum is its sensitivity to certain chemicals. It is particularly susceptible to strong alkaline solutions. Cleaning compounds of this type are satisfactory for cleaning many types of metals but *not* aluminum! Highly alkaline solutions tend to have an etching effect of it and, if used over a long period, will pit and etch it. Aluminum, accordingly, requires special care in its cleaning and only those compounds which provide uniform, controlled cleaning action should be used. A number of materials of this type are now available and are finding a wider use by manufacturing confectioners.

Stainless Steel and Its Care

Stainless steel is another material which possesses many qualities that make it suitable for use in the construction of processing equipment. It is relatively impervious to corrosion and rust and does not alter candy color, flavor or body. Very important is the ease with which it may be cleaned. It, too, is a priority metal.

Again, the choice of a correct cleaning material has much to do with prolonging the life period of stainless steel equipment. For example, many plants find that when certain types of steel wool are used in cleaning stainless steel mixing kettles and vats, particles of this material may not only cause rusting but break off and become imbedded in equipment surfaces.

Another type of cleaning agent that should be avoided, especially in hard water areas, is that which has a tendency to precipitate the insoluble constituents of water in the form of fine flocculent particles that cling to surfaces and are difficult to wash away.

While on the subject of hard water, it might be well to mention that intensive research has produced a num-

ber of specially designed cleaning compounds which precipitate the mineral constituents of hard water in fine, flocculent form that does not settle easily or cause a film deposit on surfaces washed. One such recent development is particularly adapted to cleaning stainless steel equipment. A fundamentally new kind of cleaning material, it minimizes considerably the physical effort required to clean a piece of equipment. Because of its unusual lime-solubilizing properties, it prevents the formation of white film, mineral deposits or water spots on surfaces washed.

Chocolate, baked-on sugar, coconut oil and other kinds of deposits may be removed thoroughly and easily, without hard scrubbing. Cooking kettles, for example, can be easily cleaned by partially filling them with a recommended solution of this fast-working detergent which is heated to a temperature at which tenacious deposits are softened and loosened. A light brushing will help to remove particularly stubborn accumulations. Thorough rinsing should follow. When cleaning mixing equipment, it might be well to operate the mixing mechanism. The agitation thus secured will be a valuable aid in loosening and removing deposits.

Steam Cleaning and Its Advantages

During a period when every idea that helps to reduce unnecessary effort and conserve equipment is needed, it is encouraging to note the enthusiasm with which confectioners have adopted time-saving methods and procedures. An outstanding example of this is the rapid development of steam cleaning as a fast, low-cost method of cleaning processing and packaging equipment. Cookers, mixers, beaters, cutters and sizers are just a few of the many types which may be steam-cleaned effectively and economically, and usually at marked savings in time as compared with other methods.

Formerly, the cost of installing steam cleaning equipment was high and probably discouraged more than one confectioner from taking advantage of this advanced procedure. Today, however, most plants have an ample steam supply on hand at all times. Further ease and convenience in steam cleaning has been secured by the recent development of improved and inexpensive types of steam guns. Reports from users indicate that they have eliminated the need for such auxiliary equipment as pumps, injectors or overhead gravity flow tanks because of a "solution-lifting" feature. Now cleaning solutions can be easily raised where necessary to heights of 12 feet without any accessories. Processing equipment can be thoroughly cleaned with a solution drawn by this type of gun from a pail or similar container resting on the floor.

De-scaling Water-cooled Equipment

Recently there has been an increase in the use of pumps in handling any product that will flow. Pumps with large capacities and which do not "churn" the material have been recommended for handling syrups, jellies, caramels, chocolate, corn syrup, or any other liquid used in a large enough volume to make the installation of such equipment worthwhile. Cleaning those pumps along with fittings, valves, and piping is a job that requires careful attention and effective methods and materials. When changing over from one material to another, it is advisable to circulate a cleaning solution through the entire system to loosen every trace of deposit. A thorough rinsing will remove those accumulations, leaving the system thoroughly clean. Periodic dismantling and vigor-

ve" of Maintenance

*radically eliminated the possibility of replacing
ry plant. It bebooves the manufacturers, then, to
ual to the maintenance of machinery and equip-
e has yet replaced the "Big Five" illustrated here
of Breakdown, Delay, Depreciation, Destruction
Big Five" is an All-American Quintet that is tops
? Ni, they must play full time, always.*





Cleaning a depositing machine with live steam. This method is particularly effective where machines are clogged and plugged from spilled-over materials, powdery deposits, dust, etc. Caution is necessary, however, on the sanitary aspects of steam or air cleaning. Finished goods should be removed from any area where steam or air cleaning is contemplated, else the particles blown about will settle upon the candy and ruin it.

ous cleaning of pump parts, fittings, etc., is recommended.

Very often the foreign material found in water-cooled equipment is one in which removal requires more effort than is afforded by routine maintenance cleaning. Hard water scale and rust deposits on heat transfer surfaces in such equipment as cooling tables, cream beaters and in refrigerating equipment such as ammonia condensers are an instance. It has been the experience of many manufacturing confectioners that such deposits impair heat transfer and proper functioning efficiency.

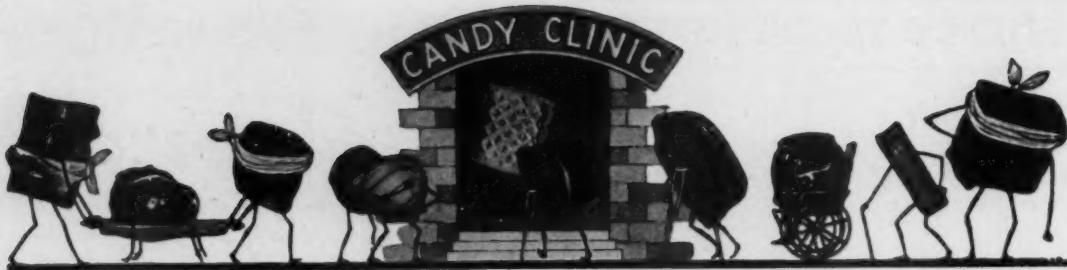
Steam-jacketed cooking kettles, while they are not water-cooled, are also subject to scale and tarnish formations and properly belong in a discussion on cleaning water-cooled equipment. The long-felt need for a specially compounded scale-dissolving material that would remove scale, rust and corrosion without affecting sound base metal has been satisfactorily met. There is now available a specialized material possessing certain qualities which make it highly suitable for this kind of work.

It has a range of activity far beyond that of commercial raw acids. Although of an acidic nature, its uniform controlled action does not harm steel, copper, brass and bronze. The method of application is simple, specific details of which depend on the type of equipment to be cleaned, the nature of deposits to be removed, etc. In general, a recommended solution is circulated through

the equipment or allowed to soak, as directed, after which the system is neutralized and rinsed.

As may be observed from the preceding discussion, cleaning in a confectionery plant, both from a sanitary and maintenance viewpoint, may be greatly simplified by the application of scientific principles and the lessons born of experience. This has been brought about to some extent through the efforts of certain industrial cleaning material manufacturers. Maintaining extensive chemical and engineering research facilities, and a nation-wide staff of service representatives experienced in practically every type of cleaning and sanitation methods, they have enabled manufacturing confectioners to solve their cleaning problems with greater speed, ease and economy. The assistance of their service staffs is extended to the industry without obligation of any kind.

In view of the existing need for preserving equipment now on hand and securing the longest possible amount of efficient service from it, manufacturing confectioners will find the help of a competent cleaning specialist, when confronted with a maintenance or sanitation problem, of particular advantage. It will often be found that an improved cleaning method or material suggested by him will result not only in making essential equipment last longer but also in saving time, money and effort, all highly desirable objectives under today's war conditions.



THE INDUSTRY'S CANDY CLINIC

HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus avail- ing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "pre- scriptio ns" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

Assorted Chocolates

CODE 3A42

Assorted Bon Bons

No. 4406
(Sent in for Analysis)

Colors: Too deep.

Flavors: Too strong.

Coating: See Remarks.

Centers: Good.

Crystal: Good.

Remarks: The spots on the Bonbons were "moisture spots." The following reasons may cause "moisture spots"—Steam or any excess moisture in a room may settle on the Bonbons before they are crystallized. If simple syrup is used to thin cream by Bonbon dipper, be sure cream is well mixed before centers are dipped. Be sure there aren't any "moisture spots" in centers before dipping. If crystal is sprinkled with water while cooling, be sure crystal is well mixed before pouring on Bonbons. Do not use any wet clothes over or around Bonbon cream. Be sure flavors and colors are free from water.

CODE 3B42

Assorted Chocolates—

10 ozs.—\$1.00

No. 4407
(Sent in for Analysis)

Appearance of Package: Good.

Box: One layer, extension type, cream embossed, top embossed in blue and red, amber color cellulose wrapper and valentine band.

Appearance of Box on Opening: Good.

Coatings: Dark and milk.

Colors: Good.

Gloss: Fair.

Strings: Good.

Taste: Good.

Number of Pieces: 13 dark coated, 13 Milk Chocolate coated, 4 pieces vanilla fudge pecan roll.

Dark Coated Centers:

Nut nougat: Good.

Raspberry Cream: Good.

Vanilla Buttercream: Good.

Maple Nut Cream: Good.

Pineapple Cream: Good.

Chocolate Nut Cream: Good.

Brazil Nut: Good.

Nut Cream, Belmont coating: Good.

Vanilla Caramel: Good.

Milk Chocolate Coated Centers:

Fruit Cream: Good.

Nut Cream: Good.

Vanilla Fudge: Good.

Nut Nougat: Good.

Raspberry Cream: Good.

Maple Nut Cream: Good.

Vanilla Caramel: Good.

Chocolate Nut Cream: Good.

Nut Cream, Belmont coating: Good.

Pecan Clusters: Good.

Fudge Pecan Roll: Good.

Remarks: Candy is high priced at 10 ozs. for one dollar. Pieces are too large and the cream center flavors are not distinctive enough.

Suggest that smaller pieces, more hard and chewy pieces, also more nut meats, larger nut pieces in the cream centers and a few nut brittle centers be added to improve the assortment.

Box is neat and attractive, well packed. Coatings are good, but the dark coating is slightly over-flavored.

CODE 3C42

Assorted Chocolates—1 lb.—80c

(Purchased in a Retail Candy Shop
New York, N. Y.)

Appearance of Package: Good.

Box: Two layer, full telescope, printed

in green, lavender and black.

Appearance of Box on Opening: Good.

Coating: Dark.

Color: Good.

Gloss: Good.

Strings: Good.

Taste: Good.

Number of Pieces: 37.

Centers:

Hard Candy Peppermint Sticks: Good.

Lemon Cream: Rancid.

Glace Pineapple: Good.

Raspberry Jelly: Good.

Mint Paste: Good.

Butter Crunch: Good.

Lemon Jelly: Good.

Almonds: Good.

Hard Candy Sponge: Good.

Peppermint Cream: Good.

Almond Paste: Good.

Vanilla Caramel: Good.

Maple Walnut Cream: Good.

Brazil: Good.

Apricot: Good.

Pecan Top Almond Paste: Good.

Vanilla Nut Caramel: Good.

Orange Almond Paste: Good.

Cordial Cherries: Good.

Vanilla Cream: Good.

Chocolate Paste: Good.

Almond Cluster: Good.

Chocolate Ganache: Good.

Vanilla Coconut Paste: Good.

Assortment: Good.

Remarks: Candy is in the one dollar class. The best box of its kind that the Clinic has examined this year. Coating is better than we usually find on this priced candy.

CODE 3D42

Assorted Chocolates—1 lb.—65c

(Purchased in a drug store
New York, N. Y.)

Appearance of Package: Good.

Box: Two layer, extension type, gold embossed in blue and red, cellulose wrapper. Very attractive box for this priced candy.

Appearance of Box on Opening: Good.
Coatings: Light and dark.

Colors: Good.

Gloss: Good.

Strings: Good.

Taste: Good.

Number of Pieces: 41, 3 panned jellies.
Centers:

Prune Paste: Good.

Raspberry Jellies: Good.

Vanilla peanut caramel: Good.

Lime Gum and Cream: Good.

Butterscotch and Cream: Good.

Molasses Plantation: Good.

Raspberry jelly and walnuts: Good.

Cream Brazil: Good.

Vanilla Cream Walnut: Good.

Chocolate Caramel Taffy: Good.

Vanilla Cream: Good.

Fruit Nougat: Good.

Nut Nougat: Good.

Molasses Sponge: Good.

Pecans: Good.

Marshmallow: Good.

Vanilla Caramel: Good.

Date and Nut: Good.

Orange Cream: Good.

Panned Jellies: Good.

Assortment: Very good.

Remarks: The best box of chocolates that the Clinic has examined this year at the price of 65c. Candy is of good quality and well made.

CODE 3E42

Assorted Milk Chocolate Minatures—1 lb.—39c

(Purchased in a drug store,
Boston, Mass.)

Appearance of Package: Good for this priced package.

Box: Two layer, full telescope, Buff color, Cellulose wrapper.

Appearance of Box on Opening: Fair.

Number of Pieces: 85.

Coating: Milk.

Gloss: Fair.

Color: Good.

Strings: Hardly any.

Taste: Fair.

Centers:

Peppermint Cream: Fair.

Vanilla Caramel: Good.

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We have largest stock in the
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Ready-Made Bows—and
Rosettes.

Immediate Delivery

R. C. TAFT CO.

429 W. RANDOLPH ST.

CHICAGO

for March, 1942

Vanilla Cream: Good.
Chocolate Caramel: Tough and Scrap taste.

Nut Taffy: Fair.

Jelly: Could not identify flavor.

Vanilla Chew: Fair.

Assortment: Too small.

Remarks: Centers are anything but good. Pieces lacked flavor, caramels are too hard and tough and box contained too many creams.

CODE 3F42

Assorted Chocolates— Minatures—1 lb.—74c

(Purchased in a retail store,
New York, N. Y.)

Sold in Bulk.

Coating: Dark.

Color: Good.

Gloss: Fair.

Strings: Fair.

Taste: Good.

Number of Pieces: 32.

Centers:

Pecans: Good.

Coffee Creams: Good.

Nut Nougat: Good.

Chocolate Ganach: Good.

Cordial Pineapple: Good.

Vanilla Cream: Good.

Licorice Paste: Good.

Orange Peel: Good.

Cordial Cherry: Good.

Cracker Wafer: Good.

Peppermint Cream: Good.

Nut Nougat: Good.

Orange Peel: Good.

Vanilla Coconut Paste: Good.

Raspberry Jelly: Good.

Lemon Cream: Rancid.

Almond Paste: Good.

Mint Marshmallow: Good.

Nut Taffy: Good.

Raspberry Caramel: Good.

Vanilla Nut Caramel: Good.

Vanilla Marshmallow: Good.

Glace Pineapple: Good.

Molasses Coconut: Good.

Assortment: Good.

Remarks: Candy is well made and good eating. Suggest lemon cream be left out of the assortment.

CODE 3G42

Assorted Chocolates—1/2 lb.—30c

(Purchased in a retail candy store,
Chicago, Ill.)

Appearance of box on opening: Fair.

Coatings: Light and Dark.

Colors: Good.

Gloss: Fair.

Strings: Fair.

Taste: Good.

Number of Pieces: 17.

Centers:

Yellow Cream: Could not identify flavor.

Chocolate Chew: Good.

Molasses Chip: Good.

Mint Cream: Fair.

Vanilla Caramel: Good.

Raspberry Jelly: Good.

Orange Cream: Fair.

Grape Cream: Good.

Raspberry Cream: Good.

Coconut Cluster: Good.

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Reliability-

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skillfully blended

Our essential oil distillations
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will enliven your
spring assortments

A new and interesting cata-
logue awaits you. Write for
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New York

CHICAGO SAN FRANCISCO
510 N. Dearborn Street 56 Main Street
MONTREAL, CANADA, 361 Place Royale

Raisin Cluster: Good.

Assortment: Fair.

Remarks: Suggest flavors be checked
up as they were not up to the stan-
dard of this priced candy.

CODE 3H42

Assorted Chocolates—1/2 lb.—32c

(Purchased in a retail candy store,
New York, N. Y.)

Appearance of Package: Good.

Box: White, folding, printed in black.
Sold in Bulk.

Number of Pieces: 25.

Coating: Dark.

Color: Good.

Gloss: Good.

Strings: Good.

Taste: Good.

Centers:

Glace Pineapple: Good.

Nut Nougats: Good.

Vanilla Caramels: Good.

Molasses Chip: Good.

Maple Cream Walnut: Good.

Cordial Cherries: Good.

Pistachio Creams: Good.

Peppermint Cream Wafers: Good.

½ Dipped Pecan Chew: Good.

Assortment: Good.

Remarks: One of the best assortments of chocolates at this price that the Clinic has examined this year. Well made and of good quality.

CODE 3I42

Dainty Pieces—1 lb.—65c

(Purchased in a drug store,
Boston, Mass.)

Appearance of Package: Good.

Box: Square, two layers, extension type tied with red ribbon corner to corner, cellulose wrapper, half red and half white embossed in gold.

Appearance of Package on Opening: Good.

Number of Pieces: Dark coated 51, light coated 8, 2 foiled pieces.

Coatings:

Colors: Good.

Gloss: Good.

Strings: Good.

Taste: Good.

Dark Coated Centers:

Vanilla Caramels: Good.

Orange Cream: Good.

Molasses Plantation: Good.

Butterscotch: Good.

Fruit Cream: Good.



CODE 3J42

Assorted Milk Chocolate
Minicutes—1 lb.—29c

(Purchased in a department store,
Chicago, Ill.)

Appearance of Package: Good.

Box: Two layer, full telescope, orange color printed in blue and gold, cellulose wrapper.

Appearance of Box on Opening: Good.

Coating: Milk.

Color: Good.

Gloss: Fair.

Strings: Hardly any.

Taste: Fair.

Number of Pieces: 76, 3 pieces foiled.

Centers:

Vanilla Coconut Cream: Fair.

Vanilla Creams: Good.

Raspberry Creams: Good.

Vanilla Chew: Lacked flavor.

Nut Taffy: Good.

Chocolate Cream: Good.

Vanilla Caramel: Good.

Lemon Cream: Lacked flavor.

Chocolate Fudge: Too hard.

Assortment: Too small.

Remarks: Centers and assortment are not up to standard of other minitures priced at 29c. Some centers need more flavors. In many pieces, it was hard to tell what the flavors were.

CODE 3K42

Assorted Chocolates—1 lb.—39c

(Purchased in department store,
Chicago, Ill.)

Appearance of Package: Good.

Box: Two layer, full telescope, white embossed paper printed in red, cellulose wrapper.

Appearance of Box on Opening: Good.

Coatings: Light and dark.

Colors: Good.

Gloss: Fair.

Strings: Fair.

Taste: Fair.

Number of Pieces: 24.

Light Coated Centers:

Vanilla Chew: Lacked flavor.

Vanilla Cream: Good.

Strawberry Cream: Good.

Peppermint Cream: Good.

Vanilla Caramel: Good.

Dark Coated Centers:

Buttercream: Good.

Cream: Could not identify flavor.

Vanilla Cream: Lacked flavor.

Maple Cream: Fair.

Orange Cream: Lacked flavor.

Assortment: Too small.

Remarks: Nothing much can be said about this box at 39c. Box is entirely too large for 1 lb. of candy. This type of box is being checked by the government.

CANDY CLINIC SCHEDULE FOR 1942

The monthly schedule of the Candy Clinic is listed below. When submitting items, send duplicate samples by the 1st of month preceding the month scheduled.

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Salted Nuts; Chewy Candies; Caramels

MARCH—Assorted One-Pound Boxes of Chocolates

MAY—Easter Candies and Packages; Molded Goods

JULY—Gums and Jellies; Marshmallows

AUGUST—Summer Candies and Packages; Fudge

SEPTEMBER—Bar Goods of all types

OCTOBER—Home Mades; 5c-10c-15c-25c Packages Different Kinds of Candies

NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages; New Packages

CONFECTIONERS' BRIEFS

N.C.A. Announces Public Relations Director



Joseph W. Hicks

National Confectioners Association has announced the appointment of Joseph W. Hicks as director of public relations for the organization. Simultaneously with Mr. Hicks' appointment, the N.C.A. also named Theodore Stempfel, vice president of E. J. Brach & Sons, Chicago, as chairman of the N.C.A.'s committee on public relations. Mr. Hicks was a public relations, publicity and advertising executive with Standard Gas and Electric Company system for 16 years. Formerly he served in editorial and executive capacities on newspapers in Oklahoma City and Long Beach, Cal., and as a correspondent for a press service. He has also been public relations counsel to the oleomargarine industry's trade association. For several years he was a lecturer at Northwestern University's Medill School of Journalism, on business writing and newspaper law. He is a graduate of the University of Oklahoma, past president of the Industrial Editors Association of Chicago, and a member of the Public Relations Clinic of Chicago. He has also held the presidency of the Chicago Alumni chapter of Sigma Delta Chi, national professional journalism fraternity.

Fried Heads Up-to-Date

Samuel D. Fried has been elected president of Up-To-Date Candy Mfg. Co., New York, succeeding the late Albert Horowitz, whose death was reported last month. Other new officers of the company include Ike Kamber, vice president; Herbert Lowenthal, secretary; and Albert Dreitzer, treasurer. Mr. Fried, the new president, has a record of 39 years in the candy industry, but came to Up-To-Date only six years ago, after serving with several well-known firms since 1903, when he first went to work for Park and Tilford. Prior to his association with Up-To Date, he had served 10 years as sales manager of Metro Chocolate Co., Brooklyn. Up-To-Date Candy Company was established 42 years ago, specializing in hard candies.

Stempfel in Candy Broadcast Over WAAF

Theodore Stempfel, chairman of the public relations committee of the N.C.A. and vice president of E. J. Brach & Sons, Chicago, was the principal speaker in a radio interview over station WAAF, Chicago, on Sunday, February 22. Subject of the interview was "Effect of War Upon Your Candy Supply," and the broadcast was sponsored by United States Employment Service as one of a series of broadcasts covering various industries in Illinois. Among other things Mr. Stempfel stated that Illinois annually produces \$90,000,000 worth of candy, which is almost one-third of the entire national production. The candy industry in Illinois employs in excess of 14,000 persons with an annual payroll of about \$14,000,000. He traced the international sources of various raw materials and ingredients used in candy;

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- ★ THIN-TEX CRACK-LESS Glazed Belting
- ★ White Glazed Enrober Belting
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- ★ Feed Table Belts (Endless)
- ★ Bottomer Belts (Endless)
- ★ Carrier or Drag Belts
- ★ Cherry Dropper Belts
- ★ Innowoven Conveyor Belting

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CONDITIONING EQUIPMENT includes dry conditioners for chocolate packing, dipping, hard candy or storage. New chemical dehumidifying process provides amazing economy.

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WISCONSIN, U. S. A.

explained the importance of candy's energizing ability for civilians, defense workers and our armed forces; described the cleanliness and sanitation methods stressed in manufacturing plants; expanded on working conditions and opportunities for employment in confectionery plants; and touched upon some of the manufacturing difficulties encountered by the industry as a result of shortages and rationing. Plans are underway to re-broadcast the interview from a number of other stations strategically placed throughout the state.

Syndicate Buys Huyler's, New York

A syndicate headed by Harry O. King, chairman of Brockway Motors Co., and R. E. Swart, president of R. E. Swart & Co., New York investment broker, have acquired the D. A. Schulte interests in Huyler's, ice cream and confectionery store chain. The entire holdings of D. A. Schulte, Inc., and of David A. Schulte and closely related interests have been acquired by the syndicate, which now owns upward of 80,000 shares of the 210,000 shares of common outstanding; about 7,000 shares of the first preferred stock of 45,000 shares outstanding, and the entire outstanding 32,500 shares of second preferred stock. A new board of directors was named, including: Winston Paul, chairman; Charles J. Gregory, president; R. E. Swart; Harry O. King; Lucius M. Bloomer; Louis Sherry, Inc., and Savarins, Inc.; S. K. Young and C. O. Dimmock, Jr.

New York Candy-Tobacco Union to Hold Annual Dinner

The 12th Annual Dinner, Dance and Entertainment of the Wholesale Candy and Tobacco Salesmen's Union, No. 22030 AFL, New York, will be held at the Hotel Commodore, New York, March 14, according to an announcement received from Irving Dworet, business manager.

C. W. Vaughan, former vice president in charge of manufacturing, has been elected president of the Ohio Confection Co., Cleveland, Ohio. He succeeds F. S. Borton, who retired on account of ill health but retains chairmanship of the board of directors. F. P. Ryan is vice president and Paul Lees has been named a director, succeeding the late William Fleming.

Max Glick is again operating his own candy manufacturing plant in Cleveland, Ohio, according to word received from him recently.

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* * *

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Confectioners' Corn Syrups, Thin Boiling Starches, Moulding Starch

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about Simplex Vacuum Cooking and Cooling of Fondant?

How it saves in time, floor space, labor, etc.

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Vacuum Candy Machinery Co. 15 Park Row, New York, N. Y.

It's also a fact—that the Standard Simplex Vacuum Hard Candy Cooker will help you conserve sugar by producing a high grade Hard Candy with 50% or more of Corn Syrup.

Decorator Now Features Improved Speed Regulator

The Latini Chocolate Decorator, built and sold by the Chocolate Spraying Company, Chicago, now features a new type drive which permits complete control and regulation of the machine to coincide with the speed of the enrober belt, according to Leo Latini, inventor and builder of the machines. The decorator was developed as an auxiliary attachment which may be placed behind the coating machine for applying the "strings" to chocolate-coated candies. It is a much more simple and efficient mechanical decorator than older models. A great variety of "stringing" or "roughing" can be obtained by this machine with very slight changes of the stringing mechanism. Mr. Latini has obtained a number of patent claims on his machine, but is withholding publication of his patent number in anticipation of the Patent Office's action on claims still pending. The machine may be obtained for a 10-day's trial period and is built in various widths to fit standard-sized enrobers. Manufacturers in all parts of the country are now using the Latini decorator, and Mr. Latini reports widespread interest from others who have yet not been able to replace their older decorators with the improved machine.

Exposition Committee Named for N.C.A. Meet

D. P. O'Connor, Penick & Ford, Ltd., Inc., New York, has been named chairman of the 19th Confectionery Industries Exposition to be held in connection with the 59th Annual Convention of the National Confectioners Association, New York, June 8 to 11. Other members of the committee are: Charles F. Scully, Williamson Candy Co., Chicago; Claude J. Covert, Vacuum Candy Machinery Co., New York; James King, Nulomoline Co., New York; Harry P. Haldt, General Foods Sales Co., New York; and Sam Fried, Up-To-Date Candy Mfg. Co., New York.

Cincinnati Candy Man Dies in Florida

George E. Sauerton, for 50 years president of the Sauerton-Brown Candy Co., Cincinnati, Ohio, died of a heart attack at his winter home in Ft. Lauderdale, Fla., recently. He was 81 years old. Born in Rancocas, New Jersey, Mr. Sauerton moved to Cincinnati 60 years ago and founded the candy company which operated ever since at 920 Elm Street.



MEET FOOD AND DRUG ACT SANITARY REGULATIONS EASIER

CANDY is a food. To safeguard its quality and purity, to keep candy and fondant kettles, beaters, chocolate molds and other processing equipment sanitary. But do this easily by using fast-working, free-rinsing Oakite Composition No. 63 or other recommended money-saving Oakite cleaning material. Sticky, tacky deposits of chocolate, sugar, nuts or other ingredients are thoroughly, quickly removed. Write today for complete details.

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A short time ago, the Army started placing orders for *hundreds of tons* of hard candy individually wrapped to strict specifications . . . And it wasn't long before we were shipping additional model 22-B wrappers to manufacturers in all parts of the country.

The 22-B is the ideal machine for the job. It has the speed and dependability to meet heavy demands. Wraps soft-center pieces and hard-boiled goods in a great variety of shapes and sizes. Uses moisture-proof transparent cellulose and paper of good twisting quality. When heat-sealing wrapping material is used, the machine seals the long seam of the wrapper — this keeps the candy fresh for months and guards against deterioration. With one operator, the 22-B can wrap up to 150 pieces per minute.

If you are in line for Army hard candy orders, you will certainly want to consider the 22-B.

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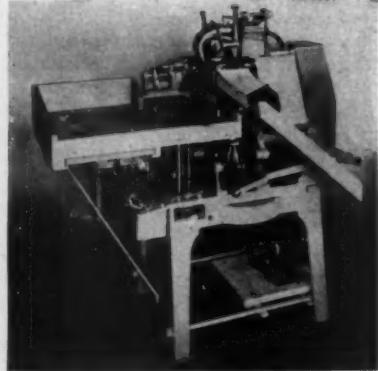
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Over a Quarter Billion Packages per day are wrapped on our Machines

Retail Shop Packaging

War's effects upon wraps and packages

by GEORGE A. EDDINGTON

Many of the regulations designed to conserve paper during the War era will not affect the retail manufacturer so drastically as they do various other branches of the confectionery industry. Probably the largest single item of concern to date has been the problem of replacing metal containers which have attained far greater popularity in the retail shop's lines than in the wholesale manufacturers' lines. We are thinking here of the large flat round lacquered or lithographed tins holding from two pounds of candy up, rather than the so-called vacuum tins which have come into popular use among wholesale manufacturers for nuts, chewy and other candies easily affected by weather and atmospheric conditions.

The curb on cellophane over-wraps will not make an appreciable difference in retail shop candy, since little of it was so wrapped, except perhaps for decorative purposes or special holiday occasions. Boxes themselves have gone up some in price, but for the little single shop set-up at least, the quality of boxes available is still very high class. The larger chain set-ups are certainly going to feel the pinch of war time economy on their boxes, if they have not already done so. Findings of all kind seem still to be plentiful, with the exception of one or two items, notably the foil cups and wraps we formerly liked so well for so-called chocolate puddings and for certain pieces with which we added a touch of color to our top layers. Absence of foil is not going to make too much difference to the retail shop, however, since at best it amounted to a very small item in most retail manufacturer's supplies, and played a minor role in his packaging activities.

One very good method of conserving on your boxes and whatever findings you ordinarily use in them is to make an effort to have your customers take over-the-counter candies of less than one pound in a sack. I believe this can be successfully and agreeably promoted during war time by making an appeal for cooperation in your patriotic effort to conserve paper. Naturally, the degree to which you go into selling bagged candy over the counter depends to some extent upon the type of assortment the customer wants. If the purchaser requires all soft-center pieces, has to carry his purchase some distance, or wants it for gift purposes—the bag idea may



George A. Eddington

be "out". However, many buyers come in for less-than-pound purchases to be eaten within the next hour or so, perhaps while they shop or go to a movie, and these buyers certainly could as well receive their candy in a sack.

I mind in the old days before the public demanded its candy all done up in a fancy box, that we used to sell small quantities in what we called a "poke." The poke was nothing more than a diagonally cut piece of white wrapping paper which was rolled up by hand to form a funnel-like container. It was made by the shop girl as she served the customer, and held a nickel or a dime or even a quarter's worth of candy. For most purchases of less than a pound, the "poke" served very well and added so little to the cost of the candy that it wasn't worth mentioning.

Of course, if we are going to try to cut down our packaging needs during this war, we are going to have to do a certain amount of re-education of our customers. In the past 25 years we have been adding so much in the way of box, decorations, fanciful trimmings, gewgaws, etc., that our customers have more or less come to expect that with their purchase. Nor have these additional decorative items necessarily affected the quality of retail shop candy in an adverse way. On the contrary, we have improved the quality of our goods and have merely cut into our profit margin on these goods in order to get greater external appeal for our packages.

Using the patriotic appeal will pave the way successfully for a great deal of packaging economy that is dic-

tated by shortages, higher prices and general economy. However, in reducing packaging quality, we must make every effort to retain and even improve the quality of our goods. If we fall down on candy appearance and quality, in addition to curtailment of our packaging, we deserve to lose customers. Certainly, prices of raw materials are going up. So are labor costs. But we happen to be in the fortunate position of having a legitimate excuse for raising our prices, too, under present conditions. Thus, there is no reason at all why ingredients and quality of workmanship should not continue as before, or even improve.

The findings in retail shop boxes do not loom as importantly as in the wholesale manufacturer's packages. There are a number of reasons for this. For one thing, the retail package is rarely shipped any great distance from its point of origin. Therefore, the protective element of package findings is relatively unimportant. Secondly, the storage of this type of candy is usually a short-time proposition; hardly ever longer than a couple of weeks, since delivery is made directly from the plant to the stores, either in trays or in ready-packed assortments. Thus, the contribution of the packaging to the shelf-life of retail shop candies is negligible, by comparison to the great precautions that must be taken to protect wholesale packages under varying conditions of storage, weather, temperature, etc.

Most retail shops have not as yet experienced any real difficulty in getting an adequate supply of cups. However, it is easy to eliminate cups to a large extent in the carry-out box. You must retain them in your top layer, for appearance sake, but if your box is such that elimination of the cups will not increase the overall weight of candy it contains, you can omit cups entirely from the lower layer without sacrificing anything in the way of appeal or eating quality.

The same applies to dividers. Some multi-layered boxes are so made that they will hold, say, 2½ lb. when cups and dividers are used in the lower layers, and 3 lb. if the dividers are omitted. In the case of the retail assortment, the divider is not necessarily a support for the candy in the upper layers, since in most cases, the candy is either packed right in the store while the customer waits or, if packed ahead, does not remain in the box in the shop or in the customer's possession, for very long. Of course, in the case of packages for mail-order business, full protection must be given with anything that will bring the candy through to the addressee in good shape.

Retail shops as a rule do not use a great deal of padding material in over-the-counter boxes. It isn't necessary, for again, the customer will carry the candy home and the whole package will not be subjected to the kind of treatment between shop and final eater to require a great deal of protection. Many retail shops of course put in a pad merely from habit or because of the extra appearance of richness a finely embossed over-pad and layer separator gives to the assortment as a whole. There is no special shortage, either, of padding materials, but without question a great deal of paper could be saved through a more circumspect utilization of padding in retail shop boxes.

Cellophane for protection of individual candy pieces, such as nut-coated pieces, nougats, etc., is still available and its use for protective purposes is still permissible under the restrictive regulations. Perhaps the protective quality of such individual wraps for pieces in retail packs is not as important as on some other types of candy, but individually wrapped pieces add a touch of "niceness" to an assortment that is strictly in keeping

with the whole psychology of retail shop candy as compared with drug store packages, etc.

We believe there will be an abundance of exterior decorative items available regardless of restrictions and curtailments of other packaging materials. Perhaps their use will even increase if the box board and cover paper situation really becomes serious. Without doubt, ribbons and ties and tie-ons add a great deal to the exterior appearance of a package, if they are carefully chosen and judiciously used. We have seen some grossly overloaded boxes in the past; boxes whose excellent cover designs were often entirely obscured by an overabundance of gewgaws that added little or nothing to the package esthetically or sales-compellingly, but whose cost was added to the overall cost of the assortment.

In the main, we believe the retail manufacturer has little to worry about on packaging during the war era. It is hardly conceivable that the paper and box situation should become so serious that radical changes in packaging will have to be found. Cost considerations may, of course, have a more important bearing than actual shortages, but even here there is a limit to the extent to which it may influence packaging generally. There are so many grades and price ranges of boxes that there is hardly a doubt but that they will continue to be the standard packaging unit.

As has been mentioned, certain savings can be made by selling in bags, but by far the greater bulk of retail shop candy is bought, we believe, in the range between one and three pounds and these require boxes. To be sure, we have all no doubt been somewhat wasteful with our packaging supplies in the past. It goes without saying that we are going to be more careful along this line at the present time, not only for economy sake, but because it is our patriotic duty to be more careful with everything. Also, where there is unavoidable spoilage or damage in our packaging materials, we should save this material all carefully along with other salvage paper and turn it over to charity agencies or others who are cooperating in the drive to make this old paper available to the mills for re-conversion.

Premium Item of Great Interest to Women

As in World War I, the women of the U. S. are giving a great deal of their time and attention to knitting for the boys in our present armed services. To bring to knitters an item which will simplify one of the more annoying problems—keeping yarn from getting all tangled up and scattered—a southern specialty house has brought out "yarnest" which is nothing more than a little collapsible cage in which the ball of yarn may be placed for complete control. At least one candy manufacturer, Nunnally's (Fine Products Co.) of Atlanta, is using this item as a Mother's Day premium in their packaged chocolates. Arrangements for nationwide distribution of this yarn holder in retail stores have been completed, so that at least the initial step in paving the way for it as a good premium item has been taken.

National Premium Exposition will be held at the Palmer House, Chicago, on May 4 to May 8, according to a card announcement calling attention to various premium events coming to the Chicago area within the next few months.







AN ARMY TRAVELS ON ITS STOMACH

Napoleon's words are truer than ever today, for Uncle Sam's two big armies, in the Service and in the factories, deserve and will receive the most nourishing foods in the world. And then comes the feeding of civilians both here and abroad.

It's an enormous problem of quantity production which calls for packaging of the highest order so that foods may travel farther, last longer and be more palatable when consumed.

Waste and spoilage must be reduced in every way. This is the highly essential, truly economic and gravely important function of packaging today. It is the function for which almost every Riegel Paper was specially developed, whether in peace or in war.

Paper can do many jobs better, quicker and at less cost—so we're hard pressed to meet current requirements—but we're still just as eager and as willing as ever to help you with your protective packaging plans.

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Survey Shows Effect of War on British Packaging

A survey recently published by the U. S. Department of Commerce under the authorship of E. R. Hawkins describes the effects of the present European conflict upon the marketing system of Great Britain. Material for the report was drawn from British government publications, from reports and debates obtained by the U. S. State Department through its London commercial attaches, from trade publications, etc. Packaging is treated as a separate subject under the chapter on Merchandising Operations.

"Because of the shortage of paper," says the report, "it is difficult for manufacturers to continue to package their products as before. Most of England's paper and cardboard came from Finland, Sweden and Germany. A cheap type of cardboard is made in England and is being printed or lithographed to make it presentable. Some cardboard is also being made from the 50,000 tons of waste paper now being salvaged each week on the island. Unusable paper containers are re-worked into pulp for new paper-board containers. Minimum sizes for tin containers have been established, $\frac{1}{2}$ lb. for cocoa; $\frac{4}{5}$ lb. for biscuits; 7 lb. for toffees. Sizes have also been specified for tins to contain, among other things, fruit and vegetables; milk; and syrup. Tin is no longer permitted to be used for chocolate laxative containers.

"Plastics are being used more and more for containers, but it is difficult to obtain steel for moulds. Bottles are plentiful and many manufacturers are turning to them, stamping the brand name in the glass to conserve on paper (labels). Sugar is sold to retailers in bulk, and they in turn weigh it up in smaller quantities. Rowntree's chocolates are advertised as being of high quality at low price because no fancy trimmings are used on the package."

1942 Packaging Catalog Now off the Press

The 1942 Packaging Catalog, issued by the business paper, "Modern Packaging," is now ready for distribution. It is said to be the most complete, most comprehensive and most factual treatment of the subject of Packaging that has ever been published. It contains over 630 pages of material, classified into 17 sections, and the whole separated into 128 separate articles, each written, edited and sifted by an acknowledged expert in the subject under discussion. The new catalog is a complete compendium of text on every type of package, every package part, every type of packaging material; it treats of every type of package machinery and equipment, covers package simplification from the design standpoint, and includes also a section on Packaging Law.

Hinde & Dauch to Publish "Package Laboratory News"

Hinde and Dauch Package Laboratory, a division of Hinde & Dauch, Sandusky, Ohio, will shortly begin publishing of a new house magazine called "The Package Laboratory News" in collaboration with the H. & D. mills and factories all over the U. S. Aimed at giving manufacturers helpful, authoritative news of corrugated packaging developments to the end that packaging may be more efficient, more economical and more effective,

the publication will endeavor to serve as a clearing house of all Hinde & Dauch corrugated packaging information. Copies may be received without obligation by writing the company.

Peterson Interpretations On Use of Cellophane

To correct two errors which crept into our "box" on New Rulings on Cellophane" on page 29 of our February issue, we are restating correctly the two interpretations where the errors occurred:

1. Use of cellophane as a second wrapping is *not* allowed.
4. Where cellophane is used as a window in conjunction with cardboard (certain penny packaged items) its use *is* allowed.

Our thanks to those who caught and called our attention to these mistakes which changed entirely the true meaning of these two important interpretations by Arthur E. Peterson.

Package Machinery Builds Shell-Loading Machines

"Nation's Business" in its February 1942 issue, describes in detail how Packaging Machinery Company helped Waterbury-Farrell Foundry and Machine Company solve a production problem of speeding up shell-loading operations. Known for its machines for wrapping and packaging candy, gum, soap, and myriads of other peace-time consumer products, the company nevertheless developed a shell-loading machine within a few months and is now producing 33 of these each month, after working out kinks and bugs which showed up in the preliminary machines. The machines turn out 45 to 60 cartridges of .30 or .50 caliber per minute, depending upon the size. The company is now working on a hopper feed for .30 caliber ammunition, an automatic clip loader for the Garand rifle, and a box loader for cartridges.

Disney Emblem Will Identify U. S. Food

An American eagle poised on guard above a cargo ship is the design of a special emblem, created by Walt Disney, which will be available to identify U. S. food products wherever they are sent throughout the world, the Department of Agriculture announced recently. Copies of the illustration, shown on this month's cover, have been sent to several thousand processors who are contracting with the Department to furnish food supplies needed for Lend-Lease and territorial program shipment, for school and domestic distribution. The emblem is available to all processors to be used as a label, stamp, stencil.

Set-Up Box Industry Establishes "Master Craftsmen"

Manufacturers in the Set-Up Paper Box Industry have formed a group known as the "Master Craftsmen" for the purpose of exploiting the advantages and functions of set-up boxes. Special emphasis will be put on their creative ability and resourcefulness in helping manufacturers send goods to market in the most attractive form with the materials on hand. This movement was sponsored by the National Paper Box Manufacturers Association, as well as other suppliers.

**Wallace & Company
Find New Factory**

Wallace and Company, Brooklyn, production source for the chain of Schrafft candy stores operated in the New York area by Frank G. Shattuck Co., will soon move to a new factory site at 460 Smith St., Brooklyn, according to a recent announcement. It was reported sometime ago that the factory would have to move to make room for naval construction. The three-story building to be occupied by Wallace was formerly owned and operated as a brush factory by Devoe & Raynolds Co., Inc., paint manufacturers.

**Bannon Now with
Regal Candy Co.**

W. A. Bannon, former sales and advertising manager of Dante Candy Co., Chicago, has resigned to become general manager for Regal Candy Co., Chicago. Mr. Bannon came into the candy business with the old candy firm now known as Sisco-Hamilton Co., Chicago, but for some years now had been with Dante.

**Carpenter of National
Licorice, Dies Suddenly**

William G. Carpenter, vice president of National Licorice Co., Brooklyn, with which he had been associated for the past 36 years, died of heart disease at his office in the plant, February 18. He was 53 years old. Mr. Carpenter was born in Brooklyn in 1888 and lived there for many years before he went to Montreal, Can., to take charge of one of the company's plants. Later he took over management of the company's plant in Moline, Ill., and a new plant in Philadelphia. In recent years he lived in Germantown, Pa. He became vice president of the company in 1929.

**Proposes 15% Excise
Tax on Candy!**

In order to raise an additional \$9,610,000,000 to help finance the war, Secretary of the Treasury Morgenthau recently proposed a number of new and increased excise taxes, of which an important item among the new sources of revenue is a 15% levy against confectionery manufacturers' sales prices. Estimated to produce \$45,300,000, the tax on candy and chewing gum is in line with the Treasury department's policy to tax commodities which are widely used and which fall within the category of luxury or semi-luxury items.

**Bramigk & Co., London
Not Represented in U. S.**

In a letter from G. H. Collins of Bramigk & Co., Ltd., London, England, we are advised that their American friends and customers are being victimized by someone who approaches them on pretense of being a Bramigk representative or a relative of Bramigk directors and obtains money by false pretenses. Mr. Collins states that Bramigk & Co. have no representatives in America at all nor anyone connected with their organization in any manner. No money should be handed over to anyone using the company's name.

P. J. Klein, Cracker Jack Co., Chicago, was recently elected vice president of the Junior Traffic Club of Chicago. The club, largest of its kind in the country, has a membership in excess of 1,700 representing all lines of business.



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The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for both large and small manufacturers, are fast, always depend-

able and economical. The SENIOR MODEL wraps 160 pieces per minute; new HIGH SPEED SPECIAL MODEL wraps 325 to 425 pieces per minute.

Both machines are built for the most exacting requirements and carry our unqualified guarantee.

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FOR SALE. Caramel Cutters, Thos. Mills & White 4-20", 2-15"; Ball Beater—5 ft.; Huhn Starch Dryer; Cut Roll Machine; Chocolate Kettles—National Equipment and Racine—2-500 lb. 5-300 lb. 2-150 lb.; Carrier Air Conditioning Unit—15 ton practically new; Revolving Pans 36" diameter; D. C. 120 V. Motors $\frac{1}{4}$ to 13 H.P. Address Box C-3424 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

RACINE pop machine with one set of moulds, open fire forced draft gas stove, Racine chocolate melting kettle, steel table rods. H. L. Feldman, 15610 South Moreland Blvd., Cleveland, Ohio.

FOR SALE—One 5 foot Dayton Cream beater, Direct drive, A-1 condition, \$275.00 F.O.B. Chicago. Jerome M. Schulman, 2529 N. Crawford Avenue, Chicago, Illinois.

FOR SALE following used machines: 1 National Cream Cooler and Beater, 1 Mills Ball Machine with 6 Sets Rollers, 1 Mills Drop Machine, 6x8, two sets Rollers, 2 Burkhardt Vacuums with Coils, 600 lb. & 800 lb. Cap., 1 National 6,000 lb. Continuous Cooker, 1 40-Gal. Acme Copper Kettle with Double Stirrer and 2-in. bottom outlet, 2 Steam Jacketed Copper Kettles (40-Gal.), 1 York 6-ft. Batch Roller, 1 Mills Sizing Machine, 1 Hohberger Continuous Cutter. HOHBERGER MANUFACTURING CO., 3300 N. Kenneth Ave., Chicago, 152 West 42nd Street, New York.

FOR SALE: At DEFLATED prices—Wood Mogul with No. 2 Depositor and 3 Pumps \$250.00. 1-16" Enrober with motor, \$250.00. 1-16" Enrober without feed belt and bottomer \$100.00. 600 lb. National Copper Syrup Cooker and Werner Cream Beater \$200.00. 3500 Flat and Two Faced Solid Chocolate Hinged Molds, Regular, Christmas and Easter per lot \$1,000.00. Many other items. Write for full information and complete inventory. Love Manufacturing Co., 621 Railroad St., Johnstown, Pa.

MACHINERY FOR SALE

FOR SALE—Brand new Foregrove, 26D Universal Wrapper, cello or foil, fold or bunch wrap, any shape, maximum $1\frac{1}{2}$ x $1\frac{1}{2}$ x 1. Infinite variety. Act fast. Address B2426 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

FOR SALE: STICK CANDY SIZER AND TWISTER—four sets of sizers, two of them for a three-corner twist and two for the round stick candy $\frac{1}{4}$ and $\frac{3}{8}$ inch in diameter, has eight sets of gears. It is equipped with a Crocker Wheel Motor 1.75 amperes, 220 volt, 720 revolutions. Equipment purchased new 1933, but used very little. Our price \$700.00 f.o.b. St. Joseph. Racine BALL CREAM BEATER—60 inches in diameter, 3 feet high, has scraper and two plows, in good workable condition, belt driven. Our price \$175.00 f.o.b. St. Joseph. Sax Mayer TYING MACHINE—\$60.00 f.o.b. here. STAPLING MACHINE—Stimpson, Model 489, Serial No. 4892613, 48 inches high overall, operates with foot pedals. \$25.00 cash f.o.b. St. Joseph. Chase Candy Co., St. Joseph, Mo.

RETIRING from business. The machinery listed is all in good order and will be sold at a sacrifice. 1 Springfield Continuous Cooker, 1 Simplex Vacuum Cooker, 1 Hildreth Puller 200 lb., 3 Model M Die-pop Machines, 1 Package Lollipop Wrapper, 1 Werner Ball Machine, 3 Package Ball Wrappers, 1 Brach Machine & Conveyor, 1 Drop Machine 6 sets Rollers, 8 3 ft. by 8 ft. Steel Slabs, also kettles, batch warmers, scales, etc. Address C-3423 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

FOR SALE: Hohberger continuous cooker, 1200 lb. cap. Hohberger seamless ball machine. Discontinuing this department and other miscellaneous machines. Must move immediately. Address Box No. 24211, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

MACHINERY FOR SALE

FOR SALE: Complete candy manufacturing plant, including Enrobers, with all accessories. Wood mogul, Copper Kettles, etc., for making a complete line of coated chocolates and hard candies. Will sell the equipment separately. All cash transactions. Address C-34210 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

FOR SALE: Three Package Machinery Model K- Kiss Cutting and Wrapping Machine, very good condition. Address C-34211, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

FOR SALE: Bauer Split Nut Blanching Machine. Late Model. Excellent Condition. Box No. 2428. c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

1 NO. 3 Schultz-O'Neill Sugar Pulverizer, without collector. In A-1 condition. Too large for our use. \$250.00. Spangler Candy Co., Bryan, Ohio.

ONE Model "K" Kiss Wrapper; One Hildreth Form 3 Pulling Machine, Address A1424. THE MANUFACTURING CONFECTIONER, 400 West Madison Street, Chicago, Illinois.

MACHINERY WANTED

MACHINERY WANTED: Syrup pump wanted and high pressure copper cooking kettles, 60 gallons and up. Address C-3427 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

ONE CARAMEL wrapping machine wanted, $\frac{3}{4}$ x $\frac{3}{4}$ x $\frac{1}{2}$. Could use other caramel making equipment if price is reasonable and in good condition. Also could use one wrapping machine for $\frac{3}{8}$ diameter candy roll. Give full description, condition, price for cash. St. Clair Co., 160 E. Illinois, Chicago Ill.

WANTED: Two 2,000 lb. capacity Chocolate Melters. Will pay cash. Address C-3429 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

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- COMPLETE STOCK OF MODERN MACHINERY
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SPECIAL PURCHASE NATIONAL EQUIPMENT 32" BALL BEARING COATER

Equipped with automatic feeder, bottoming attachment, motor driven automatic temperature control, detailer, cooler and packer.

National Equipment Chocolate Cluster Machine, will produce 600 clusters per minute.

32" Greer Coater, motor driven, with automatic Feeder, Detailer, Cooling Tunnel and Packing Table

32" Universal Chocolate Coaters with attachments

Wolfet, 62" Peanut Coating Machine with feeder and long conveyor

National Equipment Chocolate Melters, 150, 300, 500 and 1,000 lb. capacities, Belt and Motor Driven.

Ideal Factory Model Caramel Cutting and Wrapping Machine, $\frac{3}{8}$ " size

Nougat Cutters, Mills and Racine

Caramel Sizers, all sizes, Mills, White and one-way and also Reversible

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250 gal. and 300 gal. single action Gum Mixing Kettles

Mills No. 20 Can type Beater for Icing and Marshmallow

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Simplex Steam and Gas Vacuum Cookers

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WANTED: National Equipment No. 2 Depositor, with 12, 18 or 24 outlet pump bars. Palmer Candy Co., Sioux City, Iowa.

HELP WANTED

EXPERIENCED CHOCOLATE
man wanted for revolving pan work for New York City, Address B2421 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

MOGUL FOREMAN wanted. Working foreman for cream, gum, and mogul department. Real opportunity for proper man. Transportation paid. E. Rosen Company, 296 Charles St., Providence, R. I.

GENERAL MANAGER WANTED:
One with experience in candy manufacturing. Must be able to take complete charge of the operation of our business. Must have administrative and merchandising experience, costing, production control and all interior executive functions. A real opportunity for the man who can qualify. Give references. Signed, The Runkle Co., Kenton, Ohio.

COST ACCOUNTANT WANTED.
A man with good candy experience who has been associated with a general line plant. Excellent opportunity for a man with ability. All inquiries will be treated confidential. Address Sweet Candy Company, Salt Lake City, Utah.

WANTED—Pan man to take care of large pan department. One who understands chocolate work, steam and cold grossing work. State age, experience, salary expected. Address A 1422, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

POSITIONS WANTED

SUGARLESS CANDIES AND SUBSTITUTES, Retail Candy Maker wants position, with World War No. 1 experience in making and supervising the manufacture of candies when it was necessary to use sugar substitutes. Have made a number of items entirely sugarless and use dextrose successfully. Please state what equipment you have in your shop or factory, also salary you pay. Have had several years of store management and buying. Am American, and sober. Married. Address C-3422 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

WORKING OR EXECUTIVE superintendent wants position. American, age 48. Practical candy maker, good cost man, know raw materials and up to date processing methods, understand modern equipment and can control help to secure maximum output at a low cost. Can produce merchandise of quality in all staple lines. Prefer a connection with a general line firm or one making bars and bulk items for the jobbing and chain store trade and have a live selling organization. Address B2425 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

RETAIL CANDY MAKER wants position. Thirty years of practical experience as superintendent and working foreman, supervising the manufacture of highest quality candies. A most wonderful line of high class retail stores. Prefer small shop, well equipped, where quality is first consideration. American, sober, past 45. Have several years of experience in candy sales and store management. Please give full particulars regarding shop equipment, number of employees, salary paid, etc. Address B2424 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

POSITION WANTED—Working foreman with broad experience in high grade caramel and cream work, have own formulas for complete retail chocolate line. Have also experience in making fancy ice cream and sherbets. Write C. Bockmann, 409 Third St., Red Wing, Minn.

POSITIONS WANTED

HIGHLY EXPERIENCED candy man, just out of draft age, would like position south or west in any size plant. My lines are: First class chocolate package goods, pan work, gums and a general line. Also experienced in allied line—fountain supplies, ice cream supplies, etc. Address B2423 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

CANDY MAKER superintendent wants position. Sober, steady and honest, past draft age with years of good practical experience. Address B2422 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

GENERAL MANAGER—sales manager, fully qualified as either, or both, through 20 years' experience in the candy industry, from cost accountant to general management. Conversant with manufacturing general line, bar specialties, and package goods. Thoroughly familiar with present day methods of distribution. Excellent record of accomplishment. Confidential. Address A 1423, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

CHOCOLATE ENROBER man desires position with responsible firm. Has had 20 years experience in the candy industry. Family man, in good health, willing worker, and a naturalized citizen of the U.S. Address K11-414 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

EXECUTIVE with long experience in confectionery field is available for connection with manufacturer. Experience embraces general line and specialties in all departments, including sales, production purchasing and cost accounting departments. Permanent connection desired but will consider specialized service. Address K11417 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.



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POSITIONS WANTED

POSITION WANTED—Pan foreman 26 years experience. Expert in chocolate pan work, steam and cold, finishing and polishing general line. Best of references. Address L124112, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Illinois.

YOUNG MAN with practical experience in all phases of pan work, juju beans and tender jellies, seeks a position with a promising future, immediate earnings secondary. Address A 1422, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

FOOD CHEMIST and technical man now employed by one of the largest manufacturing confectioners. Raw materials and finished goods, quality control and analysis, including vitamin and medicated products. Knowledge of processing, packaging, cost work, manufacturing, and production work. Can apply laboratory findings to production problems. Address J10411, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

ENGLISHMAN wants position. Expert working foreman in all hard candies. Specialist in economic production of large variety in plastic and other work with fruit and various centers, dipped nut specialties. Good organizer with constant flow of original ideas. Life experience. New York preferred. J10419 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

FIRST CLASS candy maker with 17 years of experience desires position as assistant superintendent. Living in Illinois. Young age. Capable of producing quality and quantity at minimum cost. Specialized in fine cream center and hard center, soft caramels, jellies and full line gum department, marshmallows, mazetta, crystalize cream wafers, full line of fondant cream. Best reference. Position must be steady. Address L124110, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

POSITIONS WANTED

A POSITION wanted in a concern either in charge of sales or production or both, where I could gradually buy into the firm. Very capable of promotions and creating new quality candies. Address J10413, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

SALES REPRESENTATION

EXPERIENCED Candy broker covering Virginia, North and South Carolina desires Penny and 5c number novelties, contacting the wholesale candy syndicate and department store trade regularly. Address C-3421, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

WANTED Candy brokers. Leading manufacturer of general line of hard candies, bulk and wrapped, including pops—has territories open. Give full particulars regarding territory covered and lines now carried. Address L-124111, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison Street, Chicago, Illinois.

BROKERS WANTED for most complete and attractive new line of high grade hand-dipped packaged and bulk chocolates. You will be furnished with real business-getting merchandising ideas. In reply state lines now carried, territory covered and how often. Address L12414, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago.

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SALESMAN covering Pennsylvania excluding Philadelphia will consider taking on a short line or several good specialties on straight commission basis. Seventeen years experience and large personal following with the trade. Address K11415 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

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CANDY FACTORY for sale or lease. Complete set-up for Hand-dipped and machine-dipped chocolates, also bars and packaged goods. Equipped to turn out from 5000, to 20,000 lbs. per day. Located in Chicago. Address C-3426, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

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